



Houston Habitat for Humanity®



# A crisis highlights all of our fault lines. We can pretend that we have nothing to learn, or we can take this opportunity to own the truth and make a better future for ourselves and others.

– Brené Brown

# Executive Director's Message

No one will ever forget 2020. Like many nonprofits, we were concerned about the global pandemic financially devastating our business but also deeply worried for the health of our Habitat family – staff, homeowners, board members, and friends.

Houston Habitat's experience with natural disasters gave us the strength to make the best of a challenging year. We are a team of doers that quickly looked for ways to continue our work and meet people where they were, at home. And home came to mean something very different in 2020. Home was everything, your office, school, and place of worship.

How could we continue building,

repairing, keep our ReStores open and work with potential new homeowners? Pivoting became a buzzword, and Houston Habitat pivoted to working with new safety measures, masks, and technology to move our work forward. Online meetings, celebrations, information sessions, fundraising events and home tours populated our calendar.

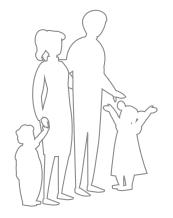
The tragic murder of George Floyd sparked an uprising for racial justice, and Houston Habitat jumped into challenging conversations about diversity, equity and inclusion. I am proud that our team embraced learning about systemic racism, implicit bias and the role that

discriminatory housing has played in creating racial inequity.

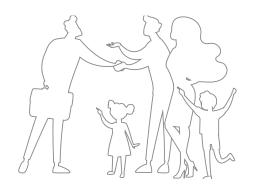
The changes we made to accommodate virtual and remote work and the added focus on diversity and inclusion have permanently changed our office landscape. But in the end, the trying year strengthened our resolve to build hope and create better futures for Houstonians.

Allison Hay,

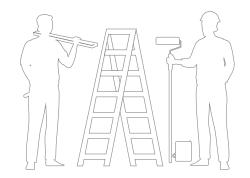
Executive Director



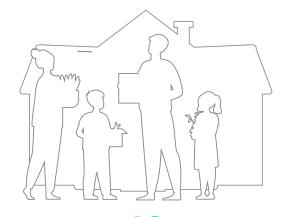
103 families partnered with us



828 signed up to learn more about homeownership



85 homes were repaired



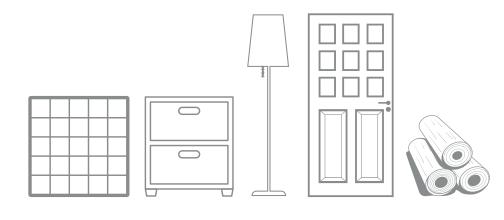
families moved into new homes







11 new homes were built



South Loop Top Selling Items

Flooring

Cabinets

Décor

Doors

Lumber

W 34th St Top Selling Items

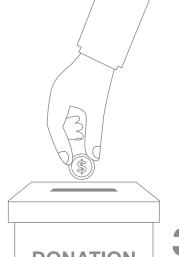
Furniture

Décor

Flooring

Housewares

Plumbing

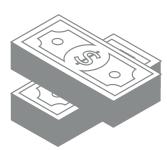


**DONATION** 

378 were new donors

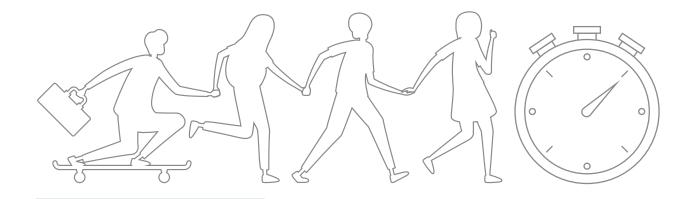
895 donors gave \$3.8 million

\$2,353,877 in mortgage payments received



22 homeowners paid off their mortgage

659 mortgages were serviced



### Social media reach in 2020



Facebook 360,000



Instagram 21.408



Twitter 261,100



LinkedIn 2,483



Newsletter 109,249



Website 88,771

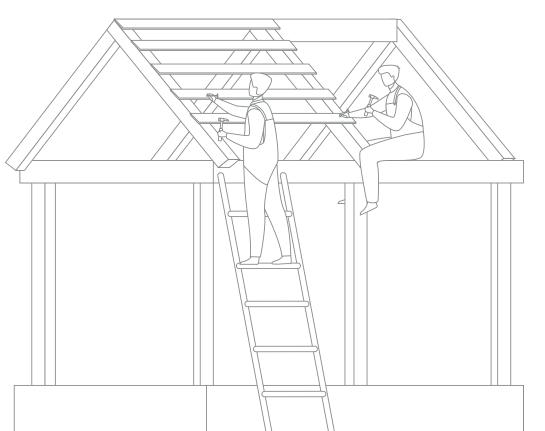
977 people volunteered **5,838** hours

# The top 5 volunteers of 2020

- Victoria Briggs
- Margaret Brent
- Kevin Johnson
- Russ Schmalz
- o Trish DeScioli



# Core Volunteer Program





## 2020 marked the beginning of Houston Habitat's Core Volunteer Program.

For several years the organization wanted to create a robust recurring volunteer program that would not only engage Habitat enthusiasts but also lead volunteer groups and increase Houston Habitat's capacity to build and repair more homes.

In September, the first orientation was held and eighteen Core Trainees began their construction training. Over a series of ten weeks the candidates learned to assemble walls, framing, sheathing the exterior, raising trusses, roofing and more. Some were passionate and signed up for every opportunity and others took the lessons more slowly while they balanced work and family.

By December, ten trainees had completed the program and we ended the year with ten Core Graduates.

These graduates are now able to volunteer for any Core Volunteer needs posted and will begin to lead groups as they have been led in the past.



Houston Habitat kicked off 2020 by celebrating with one of our favorite communities, Settegast. As part of the organization's neighborhood revitalization efforts, Houston Habitat concluded a series of healthy living projects with the installation of exercise equipment for senior citizens in Hobart Taylor Park. The Ocean of Tigers Marching Band from B. C. Elmore Elementary School marched to the park and entertained the neighborhood seniors with an outstanding performance.





Settegast



Joining the guests was Michael Isermann, Deputy Director, Facilities Management and Development from the City of Houston Parks Department and former City Councilman Jerry Davis. The event concluded with line dancing led by the North Side Soul Steppers. The guests left with a special Settegast t-shirt and heads held high with pride for their community.

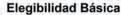






# Virtual distancing

COVID 19 motivated the Houston Habitat team to reinvent the way we engage our families. Educating those who want to become homeowners and celebrating our families that were about to move into their new homes became virtual experiences. We dusted off our camera and learned new software to bring people into Habitat homes.





- Ciudadano estadounidense o residente legal
- Gana entre el 50 al 80% del ingreso medio del área de Houston (A.M.I.)
- 620+ puntaje de crédito
- Muestra necesidad
- Comprador de casa por

#### What is Sweat Equity?



The term "Sweat Equit refers to the actual hands-on involvement of family partners in the construction of Houston Habitat homes and other activities.















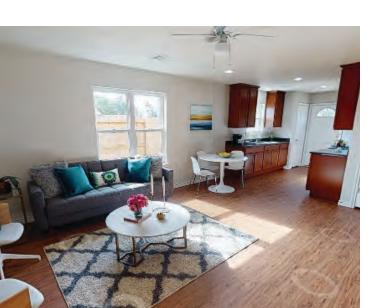




### Virtual Homeownership Information Sessions

Almost since the organization's formation we have held homeownership information sessions in person either at a community space or in our offices.

After the stay at home order was issued we had to rethink our approach. By April, we were holding monthly sessions in English and Spanish. A great benefit to the virtual space was an increased reach in the number of attendees. In the past we were limited by space but now we could have 100 or more in one session. By the end of the year more than 800 people had registered to learn more about the benefits of buying a home.







### Facebook Live Home Dedications

Over four short months Houston Habitat broadcast thirteen virtual dedications on Facebook Live. While we were masked and guests were minimal, the tradition of dedicating the home remained a special event. And home sponsors joined in as well, some in person and some remotely, to congratulate the families on their achievement. The litany was recited, the ribbon was cut and cake was served. Now, for years to come, the homeowners can look back at their celebration online.

### Virtual Home Tours

Showing off our beautiful energy efficient homes was also a challenge while everyone sheltered at home. Houston Habitat partnered with Premier Realty Services to create virtual tours of three of our home models. Visitors to our website can now virtually walk through our three and four bedroom houses.





# Our family partners

#### **Michael**

Michael and his family were seeking a safe and stable home through the program. "We are refugees from Myanmar seeking a better life and future for our children."

Michael lives with his wife, three children (a daughter and two sons), and his elderly mother. All six lived in a small two bedroom apartment, which can be very hard when caring for children and an elder. Michael wanted to have an affordable home where they were not overcrowded and his children could grow and prosper.

"We have a lot of faith in the Houston Habitat Homeownership Program and the shelter it can provide us through hard work and dedication."



#### **Jennifer**

Although she is grateful for her family for providing a place to stay, Jennifer recognized that she and her son Luis needed more space. It can be hard to social distance when there are six others in your household. Jennifer was sharing a room with Luis and knew that he would soon become a teenager and one day a young man that needed his own space to grow.

"Having our own home would be more than a dream come true," commented Jennifer. "It would give me and my son the opportunity to live a healthy life and build a better future." Upon seeing his new yard Luis was thrilled. He now has space to play outside and Jennifer can feel confident knowing he is safe in his own backyard.



#### **Benoit**

"My goal is to provide for my family to the best of my ability. I want a better life for my children so that they will never endure what I've had to." This is why Benoit came to Houston Habitat for help because becoming a homeowner is very important for his family. He wanted to set a good example for his family through homeownership; he wanted to give them a home. "My family and I are willing to work as hard as needed in order to preserve this legacy. I work hard to show my children that hope still exists and that with God all things are possible."



#### Mung

Mung is a refugee from Myanmar, who was living with relatives in Houston. A friend introduced him to Houston Habitat for Humanity. The family's home where he was staying was too small for six family members living together. He also wanted his parents to live with him and needed a house for them to share. "Houston Habitat supported and guided me to become a good homeowner and my father and mother will now live with me in the same house."



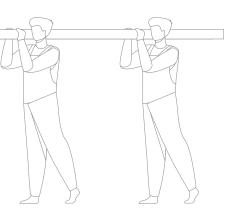
#### Lillie

Raising three teenagers can be challenging living in a two-bedroom apartment. Each child needs their space to study, express themselves, and grow. "There were security issues in our area and I often worried about our safety. I work very hard to provide for them and give them a loving environment." Lillie came to Houston Habitat for Humanity so she could provide her family with a home where they can grow and perform academically, to their full potential. She wanted them to have a stable and safe environment where they could focus on their education and self-growth. "I don't want them to live in fear because of security issues. In our Houston Habitat home. we will all feel safe to live a healthy and happy life."





Job Training Program











The Build Your Future On-the-Job Training Program that launched in 2019 really began to take shape in 2020. Because construction is an essential business, we were able to continue building throughout 2020. While some trainees were not comfortable training in person during the pandemic, others stuck with the program and masked up.

Fortunately, Houston Habitat was granted funding from Proman for the trainees to learn by building a house from the ground up. The trainees who worked on the home learned new job skills that allow them to pursue career opportunities not previously available and thus creating a better future for their families.



# Building a Dream Annual Luncheon

the Houston Habitat

filmed his master of

warehouse where we

ceremonies script, along

Like many fundraising events in 2020, the annual Building a Dream luncheon became a completely online event. Our production team at the StoryHive helped us prepare to live stream the luncheon.

Stephan Fairfield with the Carl Umland Award for

his tireless work to help people find and secure affordable housing in Houston. He was

surprised to be chosen but was more than worked alongside Carl Umland when Houston Habitat was founded.

pointed out the deplorable methods put in place to shut people out of financial stability and security because of the color of their skin.

At its conclusion, the luncheon was a big success with 620 people viewing it live on the Houston Habitat website on Facebook. With the extreme circumstances of the pandemic we budgeted for the event to breakeven. But in the end. thanks to our staff, board and donors, we raised more net funds than the previous three luncheon events.









oustonhabitat.org

REVEREND HARVEY CLEMONS, JR. PLEASANT HILL BAPTIST CHURCH



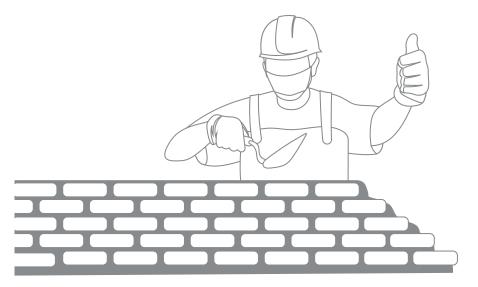












# Building (while masked up!)

While some sponsors were itching to get back out to the build site, others were not ready and asked us to build for them. Having the extra volunteer spaces allowed Houston Habitat to engage volunteers who may not ordinarily have the opportunity to work with us. Our campus chapters from University of Houston, Rice University and Prairie View A & M joined our construction along with other groups like the Jaycees, National Charity League, Women Marines Association and many others.

In September of 2020 we carefully welcomed back volunteer groups. The groups were much smaller, only ten each, and masks were a must. We checked temperatures and socially distanced while enjoying the construction process.

# Repairing Slowly and Carefully

Those who remain without a stable house in good repair after Hurricane Harvey continue to seek restoration of their homes. But when exposure to an illness is a risk, it can be challenging to go into a family's house to assess

Houston Habitat safely entered the homes of 85 families during 2020 and got them back into a home free of mold, with working plumbing and electricity, a roof that doesn't leak, and a stable foundation.



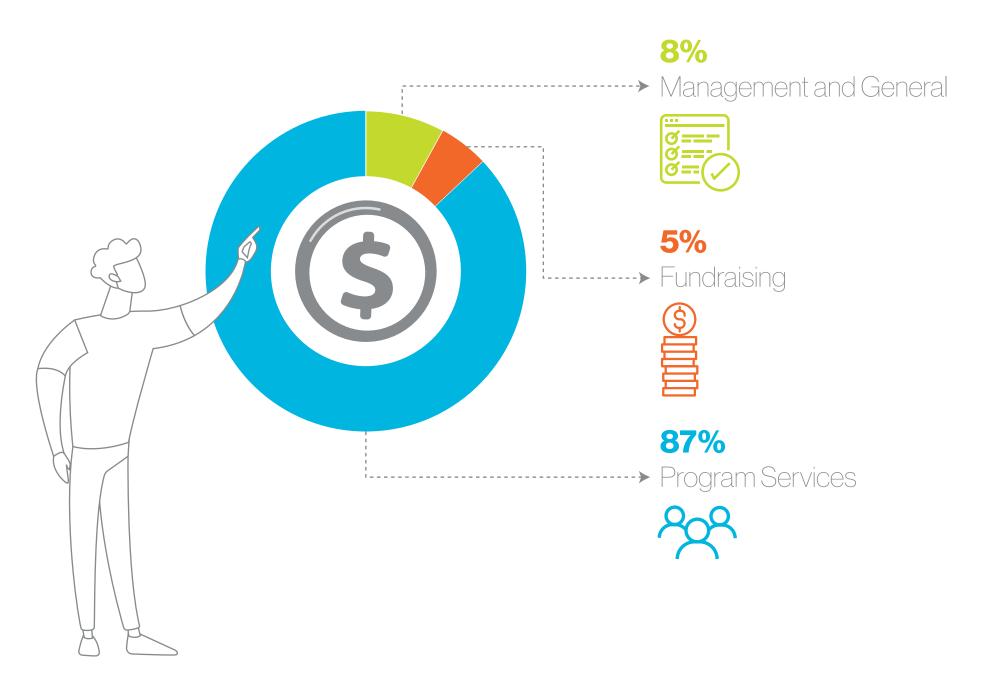


When these families do not have a place to stay while their house is being repaired, Houston Habitat arranges temporary housing. Most go to an extended stay hotel. During the pandemic, some homeowners felt safer not leaving home, so Houston Habitat postponed working on their properties until they were ready.

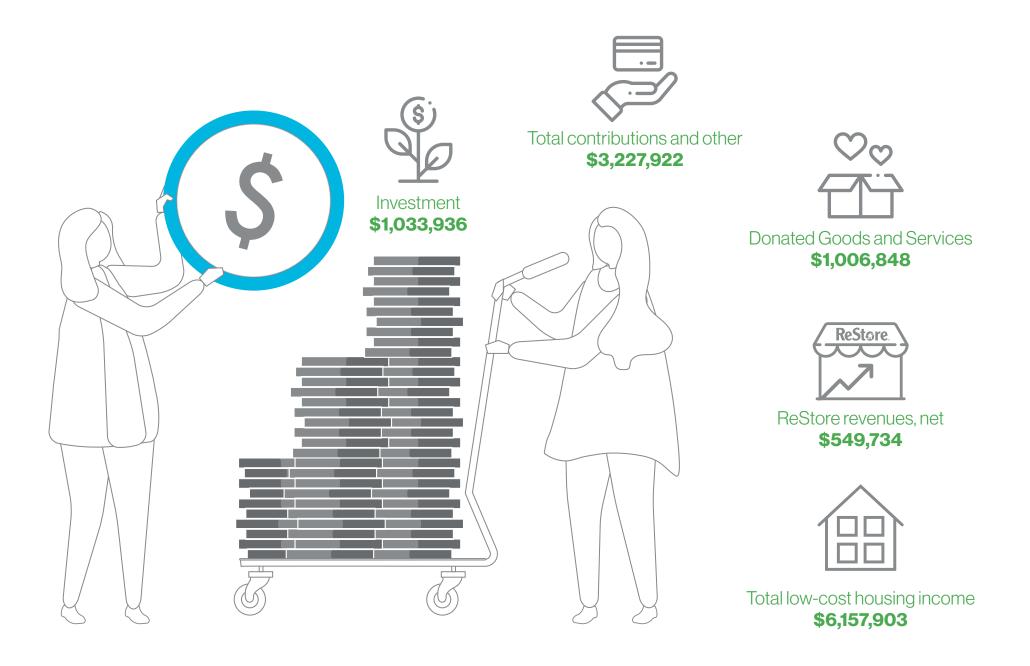
Others, like homeowner Lisa, were desperate for a home that was safe for their family. Lisa's home was badly damaged by Hurricane Harvey and unlivable in its current state.



# How much goes into our services



# How we pay for our programs



# Revenue & Expenses

#### **LOW-COST HOUSING INCOME**

Home sales	\$ 5,060,674
Mortgage discount amortization and interest	882,614
Rental income	145,860
Other fees	68,755
Total low-cost housing income	\$6,157,903

#### **CONTRIBUTIONS AND OTHER**

Contributions	3,084,575
In-kind contributions of inventory	1,006,848
Special events	107,076
Cost of direct donor benefits	(23,937)
Net investment return	1,033,936
Other income	60,208
Total contributions and other	\$5,268,706

#### **RESTORE REVENUES**

ReStore sales of inventory	2,350,939
ReStore cost of goods sold	(1,801,205)
Total ReStore revenues, net	549,734
Total revenue, gains and support	\$11,976,343

#### **EXPENSES**

10,251,001
1,375,789
1,112,866
713,810

#### TOTAL EXPENSES \$13,453,466





## Assets & Liabilities

#### **ASSETS**

O	
Current	STAPPR

Cash and cash equivalents	\$ 16,131,988
Cash held in escrow for taxes and insurance	442,117
Contributions receivable	422,554
Current portion of mortgage loans receivable, net	1,443,740
ReStore inventory	287,105
Investments	46,294
Other assets	272,231
Total current assets	\$19,046,029

#### **LONG-TERM ASSETS**

Homes available for sale	590,352
Home construction in progress	2,996,776
Lots and land held for development	3,580,139
Long-term portion of mortgage loans receivable, net	9,721,218
Property, plant and equipment, net	1,044,742
Investments designated for endowment	7,283,374
Total assets	\$44 262 630

#### **LIABILITIES & NET ASSETS**

#### **Current liabilities**

Accounts payable	\$ 81,899
Accrued expenses	264,479
Tithe payable to Habitat for Humanity International	116,000
Escrow for taxes and insurance	442,117
Refundable advance	707,258
Total current liabilities	\$1,611,753

#### **NET ASSETS**

Without donor restrictions	40,198,963
With donor restrictions	2,451,914
Total net assets	\$42,650,877

TOTAL LIABILITIES & NET ASSETS \$44,262,630

### 2020 Donor List

### **Developer** \$100,000+

American Homes 4 Rent Chevron Habitat for Humanity International Justin J. Watt Foundation LISC-Local Initiatives Support Corporation Phillips 66 Company Qatar Harvey Fund United Way of Greater Houston

### **Builder** \$70,000 - \$99,999

ConocoPhillips Company
Houston Bar Association
Houston's First Baptist Church
Proman
Rockwell Fund, Inc.
Veteran Energy, LLC
Wells Fargo & Company

### **Contractor** \$35,000 - 69,999

Constellation, an Exelon Company Emerson Automation Solutions General Motors Corporation M. D. Anderson Foundation Plains All American GP, LLC The Edward and Helen Oppenheimer Foundation

### Carpenter \$15,000 - 34.999

American International Group, Inc.
Barrington Regional Hurricane Relief
Bloomberg
BNY Mellon
Boardwalk Pipeline Partners, LP

Briggs Equipment
CinchKit/KitchenMakeover.com
Kristy R. and Ronald K. Crabtree
George and Mary Josephine
Hamman Foundation
Hubble Incorporated
Jeffrey J. Jacobsen
Lowe's
Schneider Electric
The Travelers Indemnity Company

### Framer \$5,000 - \$14,999

Amegy Bank

Anonymous At Home Stores LLC BBVA The Betty Jane Seydler Foundation Patricia Caddell Janet Clark Leslie Cobb-Hector CommunityBank of Texas. N.A. Heather Beck and Dan Crowder CTCI Americas, Inc. The Elphingstone Family Farmers Insurance Exchange Frost Bank Gibson Energy ULC James Gilligan Hancock Whitney Bank H-E-B Grocery Company LP Lisa F. and Lee E. Herman Marcus Hoffman Melissa and Rvan Hunzeker Bethany Daliege Jacobsen Medha K. and Shashank V. Karve Leela and Natesan Krishnamurthy Nicole and Sherman Lewis Marshalls Natalie J. and John S McElrov The Meneilly Family Fund

NACE International NexBank Poll Family Charitable Fund Reliant, an NRG Company Sermooniov Fund Tyler Smith State Farm **Target Corporation** TC Energy Teresa A. Johnson Memorial Fund The Anderson Charitable Fund Antonio D. Tillis Sonva and Rodney Troullier University of Houston Habitat for **Humanity Chapter** Vanguard Charitable **Endowment Program** Wallis Bank Rosv C. Zuklic

### **Apprentice** \$2,500 - \$4,999

Anonymous Bank of America Jan Buck Jennifer and Scott Burns Salvatore Cali Ecolab USA Stephen L. Goldberg and Timothy E. Kollatschny Allison and Michael Hav Tim Hill IBM Employee Independent Bank Antoinette M. (Toni) Jackson Bette J. and Phillip A. Leonard Lorance & Thompson. P.C. Luchsinger Family Foundation Myra Mallet Don and Colletta McMillian Foundation

Angela and Richard Miller
Haley and Chad Millis
Margaret and Joseph Mills, Sr.
NewRez LLC
Christie Obiaya and
Mahesh Konduru
Patti H. and Thomas D. Owens
P & N Machine Co., Inc.
Patrick Quinlan
Raines Family Fund
Gail Boyd Rogers
Texas Gulf Coast Combined
Federal Campaign
Willis Johnson & Associates
Woodforest National Bank

#### Neighbors \$1,000 - \$2,499

AHEPA 29 Charitable

Foundation Inc. Crystal M. and Brent Allen The Andrews Foundation Anonymous (4) Jacquelyn Barish Judith Bass Pamela J. Batiste Ashlev Nicole Benavides Bill Edwards Family Arno Bommer **Bvers Charity Fund** Campbell Charitable Gift Fund The Creech Family Charitable Gift Fund of the Ayco Charitable Foundation Vareen and David Cunningham Cynthia and Doug Davey Louise and Joel Deretchin Amy Dinn and Jake Goldstein Michael Dougherty Rena and Richard D'Souza John Saul Edwards. Jr. Enterprise Products Company

Paige and Harding Erwinn Stephan Fairfield Michael R. Fitzgibbons Terry Gardner Geni R. and Douglas F. Garrison Genesis Collaborative, LLC Dennis Greer Leonard Hardgrave Michael A. Hawes Elizabeth Hedden Patrick Hugh Helferty Todd C. Hiers Kathleen Hoad Hughes Watters Askanase. LLP Marquerite Dee Jurilla Kahkashan Jawaid Giving Fund Kimberly Kennedy William H. Knull Kaitlyn Koch Martha Davis Korn Lisa and Thomas Kretzschmar Kathleen and William Laub Juliet Lawrence William Le Sage Judy J. Lee Lindler Family Fund Scott Long James Mabrey Samira Makarem Marathon Oil Company Employee Political Action Committee Shellev B. Marmon Akilah Martin Sylvia Matthews and Murray Fogler Teresa J. McCanlies Jill D McCann Jim McComas Cathy and Kevin Sean McFadden McKim Charitable Fund Ashlev A. McPhail

Daniel A Minguez

Manish Misra

Catherine Jones Murray
Grant Newell
Susan Pacinda
Paul B. & Frances Lenora Terry, Jr.
Family Foundation
Paypal Charitable Giving Fund
Gail Perlberg

Martine E. Poels and James L. Proctor John Primomo Balaji Ramakrishnan Randy and Connie Weiss Family Foundation

Juan Reyna Richard and Lucille Weiss Family Fund

Kelly and David Rose Michele and Robert N. Ryan Sasol

Seven Lakes High School Student Council

Shellpoint Mortgage Servicing Simpson Strong Tie Roof

Richard L. Sitton

The Smith Family Charitable Fund

David C. Snell Shelley Streusand Beth B. Stump

Lillian A. and Richard N. Tennille
The Dennison Family Giving Fund
Todd Torczon and Maureen Johnson

Charitable Fund

Margaret and Robert Vance

Adam P. Walton Kathy J. Welch and John T. Unger

Jeremy J. Zimmerman
Linda and Richard M. Zoll

#### \$250 - \$999

Margie and Tom Adolph
Ann Marroquin Fund
Anonymous (2)
Roberta Apolant and David Duerr
Charles Arnold
Rebecca M. Babcock
Janice and Tom Baranowski
Annette Brewster
Barbara Davis Brown

Nicholas J. Bruce Jasmine and Kevin Butt C N Masterson Charitable Fund

Kim Canning Marie Carlisle Brian Ching

Michael S. Chisholm
City of Houston Combined
Municipal Campaign
Donna and Kenneth Conly

Danielle Cooper

Tom Cordell and David Kelly

Anissa A. Cordova Loretta Coussirat Heather Cousson Angela Birch Cox Lucy H. Crowgey

Benjamin Norman Cuadra Kevin Thomas Dahlstrand Daniel & Karol Musher Fund

Early B. Denison

Marjorie T. Dorrington and Wanda L. McMahon

Gaynell Floyd Drexler Michele Duttlinger Jacqueline Gibson

Sapphira Goradia Richard A. Gould Nancy Grason

James D Hamilton Denise N. Heather

Cynthia Herzog Virginia G. Hodge and Bruce F. Nichols

Charla R. Hollingsworth Hughes Charitable Trust

Joseph W. Milton & Patricia A Hunt Giving Fund

Karen K. and James S. Davidson III

Charitable Fund

Kathryn and Robert Denton Charitable Fund

David Kim

Kosmin Family Charitable Fund Virginia Wilhelm and Jerry Kovaly

Debra and Thomas Kurz

Margaret Lane Robert Larson Mary K. Levesque Louis and Peggy Hebert Charitable Fund

Joe & Patricia Mac Inerney Macquarie Energy LLC

The Mark and Patricia Johnson Family Charitable Fund

Tori L Massey Lisa Mayer Mary J. McKerall

Michael and Susan McCoy

Charitable Fund Michael A. Miller Rosalie Moniz Judy Moses Sharon Abu Muhor

Jacqueling (Jacky) Mullen
Nancy and Peter K. Thompson Fund

Mary Papageorge

Marita and Angelo Parrish

Zack Parrish

Pejaver Family Foundation

Mary B. Pinkelman Lisa Placke

Kenneth Radigan Suzanne H. Riggenbach Gabriel Rodriquez

Ryan Street and Associates Salem Lutheran Church

 ${\sf Gwenn\,R.\,and\,James\,M.\,Sandoz}$ 

Joseph Say Rachel Schauweker Antje & John Schmidt

Paul E. Smith Randall Smith David M. Soto Suzanne Spotts

State Employee Charitable

Campaign Daniel J. Sulak, Jr. Gail F. Taber

Mary Elizabeth Takagi

Nancy J. and Robert N. Tenczar

Roberta S. Thames
The Allyn Risley and
Jill Bogan-Risley Fund
The Dave and Martha Swift

Charitable Fund

The Dow Chemical Company

The Lin and Ronald H. Drees

Charitable Fund The Molten Fund

The Standard Insurance
Laura Bland Peter D. Turchi

Rodney Uchytil

Connie and John Wallace

Newton E. Ward Chella Ware

Harriet and Nathan S. Wasserstrum

Michael S. Wei
Robert L. Wilkins
Douglas L. Williams &
Janice Robertson
Willie D. Williams, Jr.
Richard & Helen Wolf

#### Gifts in Kind

Cobra Equipment John Palmer Swiff-Train Company Trees for Houston

### Gifts in Kind to the ReStores

2020 Exhibits Aabatix

Ace Hardware

American Marble Mosaic Co., Inc. Aspen Flooring Group At Home Stores, LLC

Atascocita Ace Hardware BAH Willow Creek Manor, LLC

Casper

Circa Lighting

Colman Enterprise
Creative Lighting

D&JSales

David Weekly Homes

Direct Resources
Doorscapes, Inc.

Exclusive Windows

Expressions Home Gallery
Expro Americas. LLC

Expro Americas, LLC FedEx Ground

Flexsteel Industries

Floor and Décor Katy

Freeman

GlassCraft Door Co.

HD Supply

The Home Depot Houston Shutters

Interline Brands

Jennifer Krampe

KBR

Larae Baker

Lighting, Inc.

Lowe's

M&M Lighting Mark Marmon

Martin Houston

Oldcastle

Orange Commercial Pearland Lumber Company

Power Home Remodeling Group

Premierstair RAB Lighting Rachel Paxton

Rebuilding Together Houston

Southwestern Paint

Stahlman Lumber Company

Swiff-Train Company

Tempur-Pedic

Trendmaker Homes

Trinity Hardware Distributors Tri-Rep Sales

Wayfair

Williams-Sonoma, Inc.

Window World

Pottery Barn

