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Habitat

ANNUAL REPORT July 2019- June 2020



ABOUT US

Founded in 1982, Habitat for Humanity Metro Maryland (HFHMM) creates opportunities for low-income families to break the cycle of poverty through homeownership. We believe a decent place to live and an affordable mortgage creates a situation where homeowners can save more, invest in education, pursue opportunities and gain better financial stability. Since we began, we have mobilized the community to work alongside families to build 62 new homes, rehabilitate 36 vacant, distressed properties, and complete 498 weatherization and repair projects throughout Montgomery and Prince George's Counties. In doing so, we have helped over 1,000 people realize strength, stability and self-reliance through shelter. In doing so, we have issued over \$12 million in zero interest financing and spent over \$20 million on construction in the local community. HFHMM's programs serve qualified low-income families who earn up to 80% of the area median income (AMI), live in substandard housing or are significantly housing cost burdened, are willing to complete sweat equity on their house and are not able to secure conventional financing to either purchase a new home or to effect repairs on their existing property.





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* Denotes Executive Committee Member

LETTER FROM CHAIRMAN

I am delighted to serve as Board Chair for this great organization and join with all of you in celebrating the great work of Habitat for Humanity Metro Maryland (HFHMM) helping families establish strong roots through decent and affordable housing. At Habitat Metro Maryland, we strive to build strength, stability, self-reliance and affordable homeownership every day through our work that changes lives, neighborhoods and communities. We believe that no matter who we are or where we come from, all deserve the opportunity to have a decent life and to know they have the power to take care of themselves and build their own futures.

For the past 38 years, Habitat for Humanity Metro Maryland has worked in our community and around the world to make affordable homeownership a reality for families in need of decent and affordable housing. In spite of Covid-19 and all the subsequent challenges it brought this past year, I am so proud of the great work of the staff and volunteers continuing to fuifill our mission. Here are a few of the accomplishments for this past year:

- Completed 69 projects in FY '20, bringing our total number to nearly 600 projects since 1982
- Transformed 139 new lives through Habitat's work, joining the over 1,000 individuals we have helped in the past 38 years
- Engaged 3,498 volunteers who donated over 31, 000 hours to our mission
- Raised over \$200,000 for our Women Build initiative and brought hundreds of women to our build sites to make decent housing a reality for hard working families
- Surpassed over \$12 Million in zero interest loans extended by HFHMM to families in need of affordable housing
- Welcomed over 107,000 customers to our ReStores this past year
- Celebrated our 15th annual golf tournament that has raised cumulatively over \$1.6 Million to help build and renovate homes in Montgomery and Prince George's Counties.

Our success is directly related to the thousands of volunteers, individual donors, corporate supporters, community leaders and others who are committed to working with families to lay the foundation for a brighter tomorrow. Thank you for being part of our Habitat story and for improving the lives of your neighbors right here in Montgomery and Prince George's Counties.

Ed Hummers **Board Chair** Habitat for Humanit Metro Maryland



"

A house is to a family what soil is to a plant. If a family is not rooted, it will not flourish. It will not grow...will not blossom. But once a family is well-rooted, all kinds of wonderful things will begin to happen.

-Millard Fuller, Founder of Habitat for Humanity

OUR HISTORY

1982

Habitat Montgomery County is established



"House that Congress Built" beginning of advocacy initiative



1986

First home completed in Sandy Spring





1995



2006

Gaithersburg ReStore opens

2003

First multi-family project completed in Forest Glen



OUR HISTORY

2008

24 townhomes are completed in Burtonsville



19 townhouses completed in Gaithersburg

Silver Spring ReStore opens

2013

Expanded to include Prince George's County

Affiliate name change to Habitat for Humanity Metro Maryland





2014



2020

Started construction on 99th and 100th home in Prince George's County

2016

Affliate office moves to Silver Spring

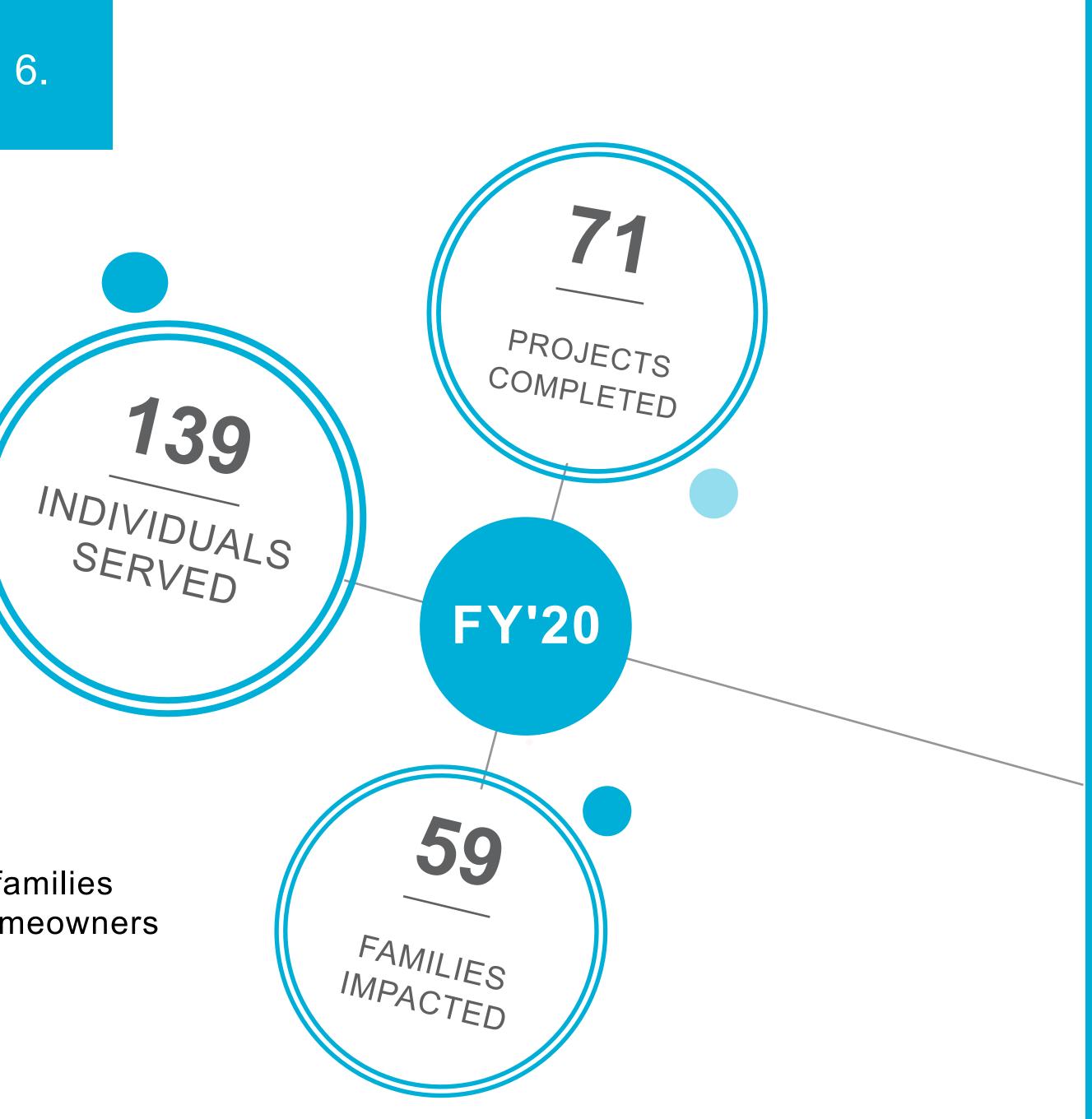


OUR IMPACT From 1982-2020

New Construction: 62 Rehabilitation: 36 Weatherization: 279 Major & Minor Repair: 219 International Homes: 164

ECONOMIC IMPACT

- Over \$20 million spent in local construction
- Over \$12 million in zero interest loans extended to families
- Over \$1 million in property taxes paid by Habitat homeowners since 1982



VOLUNTEERS

Donor Volunteers

BRANDON ADAMS
ELISE AMBROSE
STEPHANIE ANDERSON
MARIA BENDER
CHELSEA BOO
MICHAEL BUCCI
ELIZABETH CANETTI
RACHEL CORNWELL
MARGARET CROMELIN
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3,498 VOLUNTEERS

31,159 TOTAL VOLUNTEER HOURS

\$847,524 SAVED IN COSTS

CRYSTAL

Crystal is a native Washingtonian and the mother of two children, Kiyah and Dwight. Her daughter, an 11 year-old entering Middle School, is a competitive cheerleader, whom Crystal describes as positive, hopeful and a true champion on their journey. Crystal's son is six years old, entering First Grade, and was born extremely prematurely and has complex medical needs. Despite his many challenges, Crystal shares that he has a loving spirit and a smile that lights up a room.

Needless to say, the family exhibits continued strength, perseverance, hope and positivity on their journey to their "new normal" as Crystal describes life now. "When I learned about the Habitat affordable homeownership program and that they were building Universal Design homes in Prince George's County, I knew this would be perfect for my family. Purchasing a home that is both affordable and accessible is life-changing for my family and provides a level of long-term security that we did not have before."

"I am excited about the hands-on opportunity to build our home alongside volunteers, family and friends. We are ready to put in the "sweat equity" as this is truly a blessing for my family and a labor of love." Crystal worked hundreds of hours to help build her home. And, it certainly was a labor of love. Our professional construction staff of Preston and John did a great job of completing the home during the pandemic, maintaining physical distancing and strict safety protocols throughout. Crystal went to settlement in May and is a Habitat homeowner.



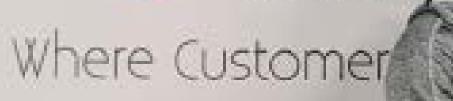
GILMOUR

Originally from Dominica, Gilmour became a United States citizen in 2010 after joining the United States Military and his last command was at the Walter Reed National Military Medical Center.

With his four year old son, Gilmour lived in an apartment that had pest infestations, poor air conditioning and heating, as well as no place for his son to safely play outside. "My rent increases annually, yet the living conditions are not addressed."

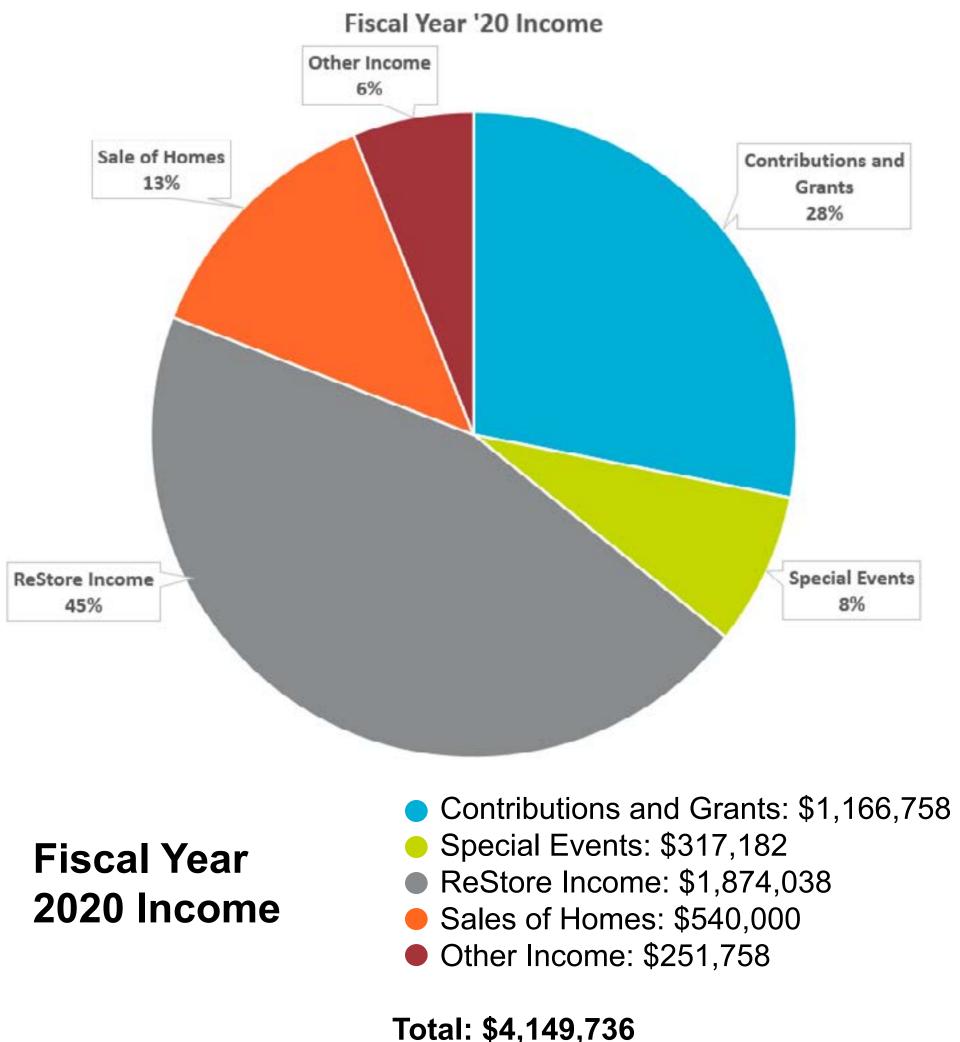
When Gilmour was told that he had been approved for homeownership with Habitat for Humanity, he was ecstatic. "I was somewhat speechless but excited and elated to share the news of being selected. Everyone is happy for me because they know how much I've longed to become a homeowner. Owning a home will provide a better level of financial independence. I'm most excited about the improved quality of life for my family and I hope to have my disabled mother move in with us permanently."

After Gilmour completed the required financial education workshops and sweat equity to build his home, Habitat for Humanity provided him with a 30 year, zero interest mortgage, with 1% down payment, and settlement costs rolled into the 30 year mortgage. Gilmour's house was completed in December 2019.

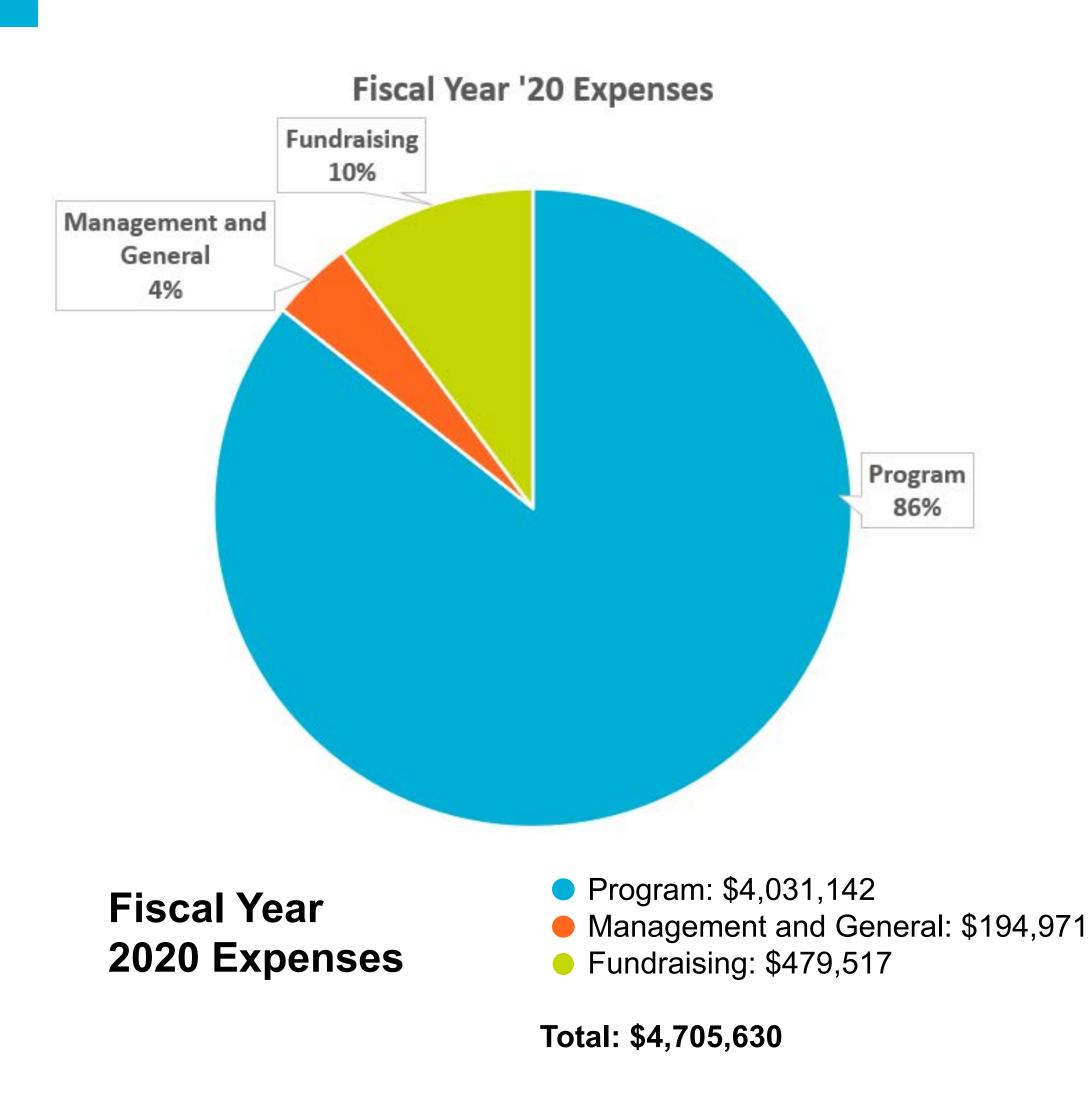




FINANCIALS



AS PART OF OUR MISSION, HABITAT FOR HUMANITY METRO MARYLAND SELLS HOMES TO PARTNER FAMILIES AT ZERO PERCENT INTEREST. AS SUCH, GAAP REQUIRES US TO RECORD THE MORTGAGE DISCOUNT AMORTIZATION AND MORTGAGE DISCOUNT EXPENSE ON OUR P&L EVEN THOUGH BOTH ARE NON-CASH ENTRIES. THUS, A LARGE PORTION OF THE APPARENT DEFICIT FOR FY '20 IS DUE TO AN ACCOUNTING REQUIREMENT AND IS NOT WHOLLY A CASH DEFICIT FOR THE FISCAL YEAR.



REPAIRS & WEATHERIZATION

Beyond the traditional house building many people associate with Habitat for Humanity, we also run a repair, weatherization, and aging in place program. We work with existing lower income homeowners to weatherize or repair their homes, thereby alleviating critical health, safety and accessibility issues. As explained by Habitat for Humanity International, "A home is not affordable if it is not energy efficient, healthy, and safe throughout the entire life cycle of the home." For some clients in our repair and weatherization program, we also incorporated the CAPABLE (Community Aging In Place-Advancing Better Living for Elders) model within the work scope. This model was developed by the Johns Hopkins School of Nursing and combines repairs/modifications within homes with nursing and occupational therapy to improve mobility, manage chronic symptoms, and decrease health care costs for seniors who struggle with activities of daily living. Essentially, CAPABLE builds on the strengths of the older adults themselves to improve safety and provide a longer-term solution for the individual to remain as independent as possible for as long as possible.

In FY'20, we completed 69 repair and weatherization projects that focused on health safety, energy efficiency, and accessibility. Repair projects, which account for 22 of the 69 completed projects this year, included full roof replacements, major accessibility modifications, HVAC upgrades, and water heater replacements, among other health and safety related repairs determined based on a home's specific needs. Beyond the repair projects, we completed 47 weatherization and energy efficiency projects that typically included increasing insulation levels in the attic, air sealing, energy efficient appliance upgrades, LED lighting upgrades, and eligible HVAC and water heater upgrades. In all, we provided 20 HVAC upgrades, 18 Water heater upgrades, 94 major home appliance upgrades, installed nearly 800 LED lightbulbs, and insulated over 10,000 sq ft of attic space!





ADVOCACY

Habitat recognizes that building alone won't solve the affordable housing crisis. We must go beyond our building efforts to find and implement policy solutions that can affect more people. Habitat remains steadfast in its commitment to advocate for just and equitable housing policies that support housing along the continuum. In FY20, we joined Habitat for Humanity International's first National Advocacy Campaign, Cost of Home. Habitat affiliates across the country are working locally and nationally to; increase the supply and preservation of affordable housing, equitable access to credit, optimize land use for affordable housing, and ensure access to, and development of communities of opportunity.

In FY20 HFHMM advocated strongly for legislation that would make it easier to build Accessory Dwelling Units in Montgomery County. It is our belief that ADUs will provide more affordable housing options in neighborhoods otherwise inaccessible to those with lower incomes. ADUs are also a great way to help lower income homeowners remain in their homes by providing them with an income stream. Habitat not only testified in support of the legislation, but helped to mobilize hundreds of residents through social media, a postcard campaign, presentations, and an op-ed. This legislation passed unanimously, despite vocal opposition, and is a step towards building more equitable and inclusive communities.



RESTORE

Habitat for Humanity ReStores play an integral part in Habitat's mission, bringing financial support for our work. This enables more homeowners to achieve the strength, stability and self-reliance they need to build better lives for themselves and their families. Proudly owned and operated by Habitat for Humanity Metro Maryland, our two ReStores are open to the public six days a week.

From its humble beginnings in a cramped space on Gaither Road in Gaithersburg in 2006, ReStore has become one of the largest contributors to HFHMM's affordable housing program in Montgomery and Prince George's Counties. By purchasing from and donating to the ReStore, everyone not only gets great deals on materials, they also help fund the construction of homes in our local community and divert tons of materials from landfills.

ReStore Rockville 1029 East Gude Drive Rockville, MD 20850

Hours of Operation: Monday: CLOSED Tuesday-Saturday: 10am-5pm Sunday: 11am-5pm

ReStore Silver Spring 12006 B Plum Orchard Silver Spring, MD 20904

Donation Hours: Monday: CLOSED Tuesday-Sunday: 12pm-3pm

1,600,359 TOTAL FY20 **RESTORE SALES**

227,193 TOTAL FY20 ITEMS SOLD

> 107,762 TOTAL NUMBER OF CUSTOMERS

WOMEN BUILD 2020



OVER \$200,000

Funds Raised



OVER 50

Women Build Teams





Women Build Participants



WOMEN BUILD

Women Build enables women to take a proactive step in serving their communities by building strength, stability and self-reliance through affordable housing. Through this program, women gain the confidence and skills to lay bricks, pound nails, install windows, raise walls, and create hope. This year, nearly 500 women came together to help local families build a decent and affordable place they can call home. Raising over \$200,000 from 700 individuals and businesses, these women helped to transform lives by making decent and affordable housing a reality for people in need.

WE ARE WOMEN. WE ARE EMPOWERED. WE WILL BUILD.

THANK YOU TO OUR 2020 SPONSORS:

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THANK YOU TO OUR 2020 **BEVERAGE SPONSOR:**

Honest Tea

BENEFIT BREAKFAST

The 11th Annual Benefit Breakfast was held on November 8th at the Marriott Hotel in Bethesda, MD. This annual event is one of Habitat Metro Maryland's largest fundraising events. During this one-hour, inspirational program, guests heard from dynamic speakers about the increasing need for affordable housing in Montgomery and Prince George's Counties, as well as the impact simple, healthy and affordable housing can make in a family's life.

More than 200 guests were in attendance and raised over \$80,000 to help families in our community.

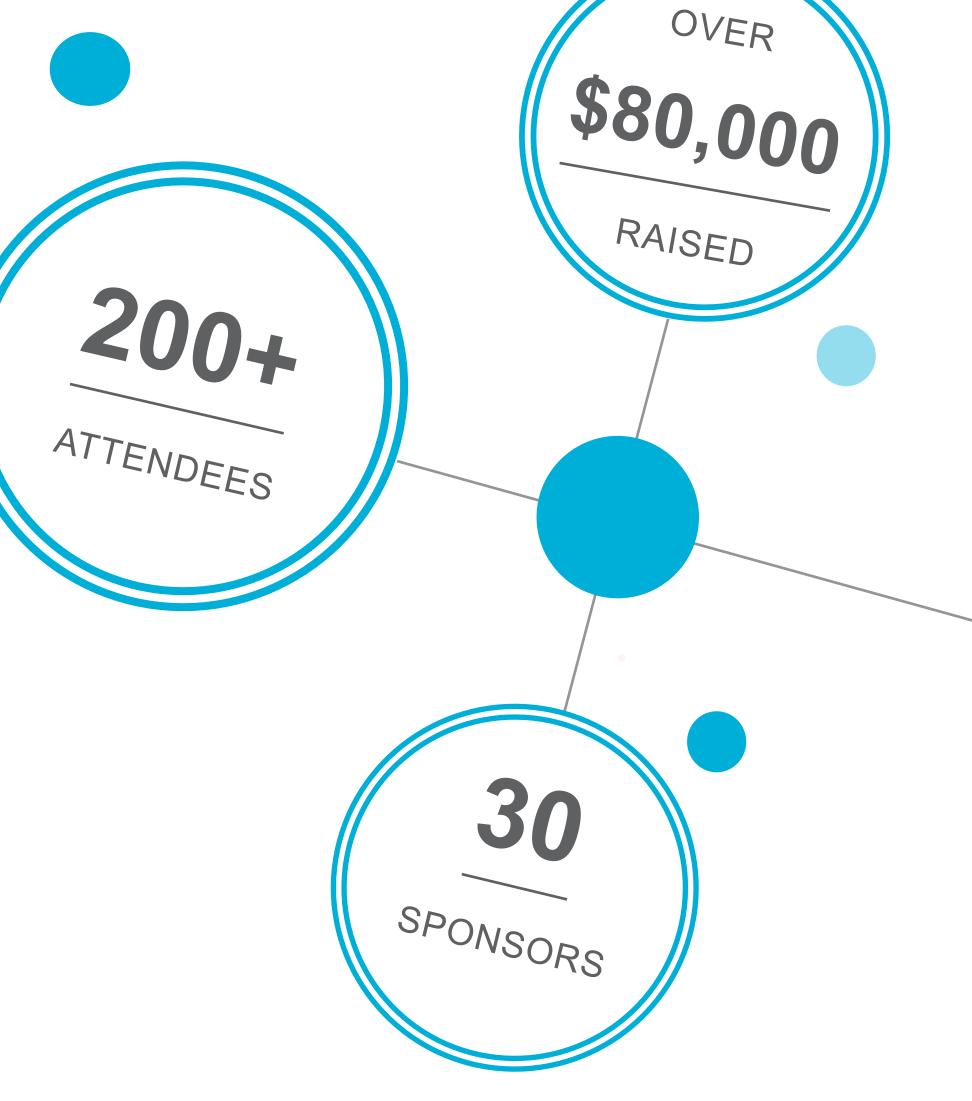


BENEFIT BREAKFAST THANK YOU TO OUR 2019 SPONSORS

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1ST ANNUAL POLO CLASSIC

Habitat for Humanity Metro Maryland hosted it's 1st Annual Polo Classic on September 21st, 2019. This "Derby" feel outdoor event was held at the beautiful Congressional Polo Club in Poolesville, MD. Individuals and businesses helped raise monies for affordable housing and enjoyed an afternoon outdoors with live music, tailgating, a "Best Hat" contest, and a "Sharpest Dressed Man" contest.

THANK YOU TO OUR SPONSORS:

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18.



GLOBAL IMPACT

Habitat for Humanity affiliates are encouraged to donate 10% of what they raise in support of home construction in other countries, encouraging everyone to participate in the international effort to eliminate poverty housing. Since its founding, HFHMM has donated more than \$588,000 to building homes overseas resulting in 164 homes being built internationally. Currently, HFHMM is partnered with Habitat for Humanity Nepal for six years during which time we hope to help stabilize housing in disaster affected areas as well as provide safe and decent shelters in which families can raise their children.

The Global Village program is an opportunity for volunteers to help build decent and affordable housing around the globe. Our staff has participated in trips to rural Armenia, El Salvador, Fiji, Indonesia, Lesotho, Paraguay, Nepal, Macedonia, and Portugal.

→ \$588,000 \\ rotal lifetime FAMILIES TITHE TO SERVED OTHER COUNTRIES "NTERNATIONALLY



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\$100,000+

Freddie Mac Lowe's Charitable and Educational Foundation

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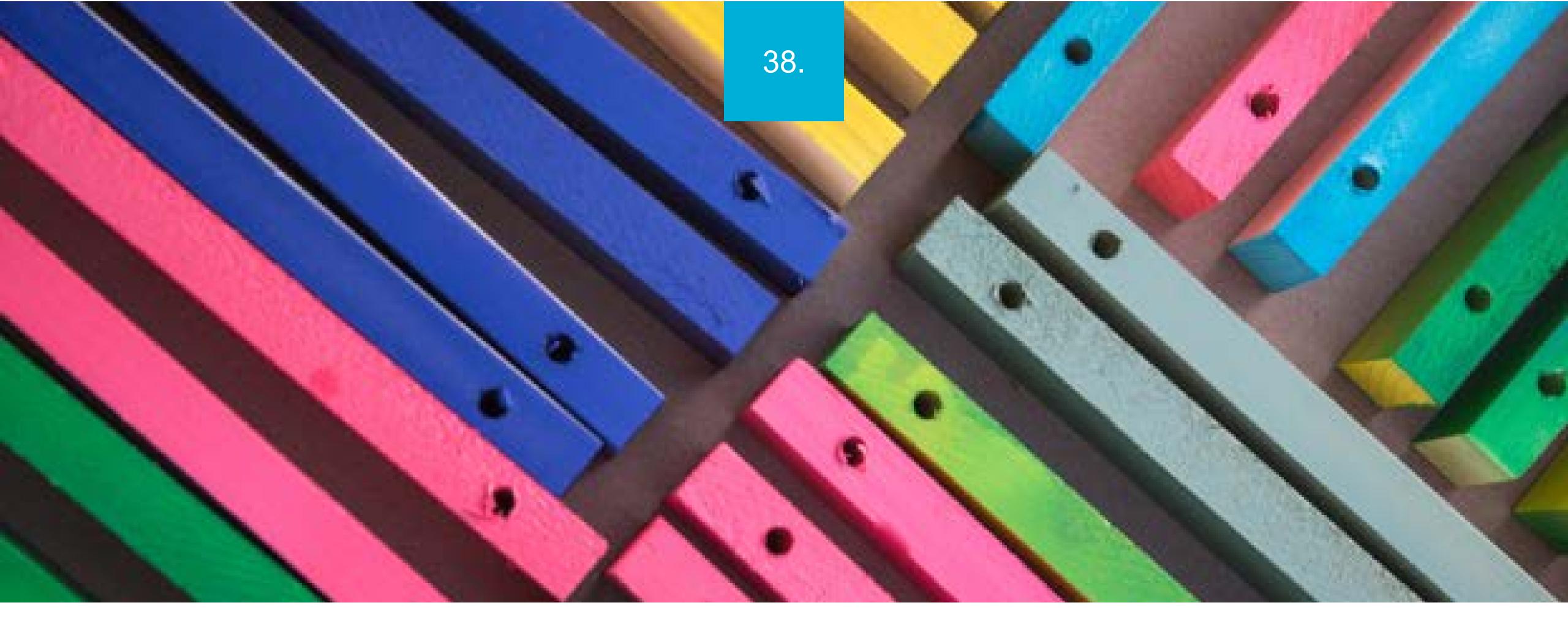
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