

# home is *For everyone*.

A FOUNDATION  
A SAFE HAVEN  
TOGETHERNESS  
UNIVERSAL  
STABILITY  
AN INVESTMENT

FY19 ANNUAL REPORT



San Diego  
**Habitat**  
for Humanity®



# from the ceo

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## DEAR HABITAT SUPPORTERS,

The income needed to live in a decent home in San Diego County far outstrips what your child's preschool teacher, your letter carrier, or even the nurse you meet at the doctor's office, can afford. This year, you — our unwavering donors, ReStore shoppers, advocates, dreamers, and doers — came mightily together to create change and better futures for local families. Together, we built affordable homes for purchase by families working hard to earn modest incomes, performed critical health and safety repairs for local homeowners and veterans, created magical playhouses where children can dream, provided low-cost home improvement options in our ReStores, and used our voices to advocate for more resources for homes people can afford.

We do all of this, locked arm in arm, to provide a basic need — one that everyone deserves — a home.

Home can mean many things to many people. What I know is this — a house is made special by the hands, hearts, and sweat that built it, and by the people who breathe a sigh of gratitude that they have a home to call their own.

Thank you for your generous support this year, and for making safe, stable homes a reality for Habitat homeowners.

A handwritten signature in black ink that reads "Lori Holt Pfeiler". The signature is fluid and cursive.

Lori Holt Pfeiler  
President/CEO

# home is...for EVERYone.

In June, San Diego Habitat for Humanity joined over 200 Habitat affiliates nationwide to launch the #CostOfHome campaign, a national advocacy effort aimed at improving housing availability for 10 million Americans over the next five years.

We already know that housing prices are out of reach for many San Diegans, and they are forced to make impossible choices between housing and reliable transportation, health care, and food for their families. The goal of this campaign is to mobilize housing advocates and policymakers in support of local, state, and federal policy changes that will:



EXPAND  
RESOURCES  
FOR HOME  
PRODUCTION



INCREASE  
INCLUSIVE  
ACCESS TO  
CREDIT



ENABLE  
EQUITABLE  
ACCESS TO  
LAND



DEVELOP  
COMMUNITIES  
OF  
OPPORTUNITY



ADVOCACY



# home is...a foundation.

A stable, healthy home that a family can afford is the foundation for a better future. Habitat homeowners have better financial security and are more invested in our community. Children do better in school and suffer fewer health challenges.

The desire for self-reliance and the ability to provide for our families is something we all strive for, and with your support, we made that dream a reality for four local, hardworking families this year.

6

ADULTS  
SERVED

9

CHILDREN  
SERVED

4

HOMES  
SOLD

1,500 hours of  
“sweat equity”  
contributed  
by Habitat  
homeowners

HOMEOWNERSHIP



# home is...a safe haven.

San Diego Habitat has set on a mission to preserve San Diego's housing stock. When homeowners no longer have the resources or ability to properly maintain their house, Habitat provides repair and preservation services to allow families to remain in their homes, creating a safe, healthy place where they can live and age in dignity. Through these services — and hand-in-hand with community partners — we are helping to revitalize entire neighborhoods.

Most of our home repair and revitalization work is focused in the areas where we are building new homes, and we are able to serve veterans throughout San Diego County, thanks to funding generously provided by The Home Depot Foundation, The Midway Foundation, BAE Systems, and Harrah's Resort Southern California.



**19**  
PEOPLE  
SERVED

**15** ◦  
PROJECTS  
COMPLETED

**eight**  
critical home repair

**two**  
home preservation

**five**  
VetRepair

**NEIGHBORHOOD REVITALIZATION**



# home is...togetherness.



5,132  
VOLUNTEERS

49,187  
HOURS  
CONTRIBUTED

It's what we do – Habitat brings people together to build homes, communities, and hope. And thousands of you join us every year to raise walls and make repairs on construction sites, serve customers in our ReStores, make our events successful, and keep the administrative office running.

\$1.47m ————— value of  
volunteer hours

**VOLUNTEERS**

## AmeriCorps

San Diego Habitat hosted nine AmeriCorps members this year, who committed a year of service to meet critical needs in the community through the Corporation for National and Community Service. These members served 10,798 hours, contributing to the construction of 16 new homes, 5 homeowner-occupied repairs, coordination of the volunteer program, outreach for our Neighborhood Revitalization program, and building capacity for our ReStores.





# home is...universal.

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No matter who we are or where we are from, we all deserve to have a decent life. We deserve to feel strength and stability and to know we have the power to build our own futures. This is a universal aspiration for families across the globe, and we were able to support some of them this year, tithing some of our unrestricted fundraising dollars to Habitat for Humanity International's global homebuilding efforts.

In FY19, we sent a total of \$75,000 to aid families in Mexico and Lesotho. Despite the progress that has been made in housing in recent years, more than 53.3 million people in Mexico do not have the financial means to buy or build decent housing. Lesotho is a landlocked country surrounded by South Africa, is one of the least developed countries in the world, and is a place where 27 percent of children under the age of 18 are orphaned by rampant HIV and AIDS.



**17**  
HOUSING SOLUTIONS  
PROVIDED TO  
INTERNATIONAL  
FAMILIES

**\$75k**  
SENT IN AID TO  
MEXICO AND  
LESOTHO



**GLOBAL IMPACT**



# home is...stability.

San Diego County ReStores support the mission of San Diego Habitat. Donations of building materials, home maintenance supplies, and household items are sold to the public; profits are used to build and repair homes.

The ReStore provides another important service to our community – they offer low-cost alternatives for homeowners on limited incomes to maintain safe and healthy houses. Homeowners can count on the ReStore to replace a broken refrigerator, make their home more comfortable and energy-efficient with new windows, or fix a plumbing leak.

When you donate, shop, or volunteer at a ReStore, you are not only supporting Habitat homeowners, you are helping to preserve existing homes, keeping them stable, healthy, and affordable.



**8,448**  
DONATIONS

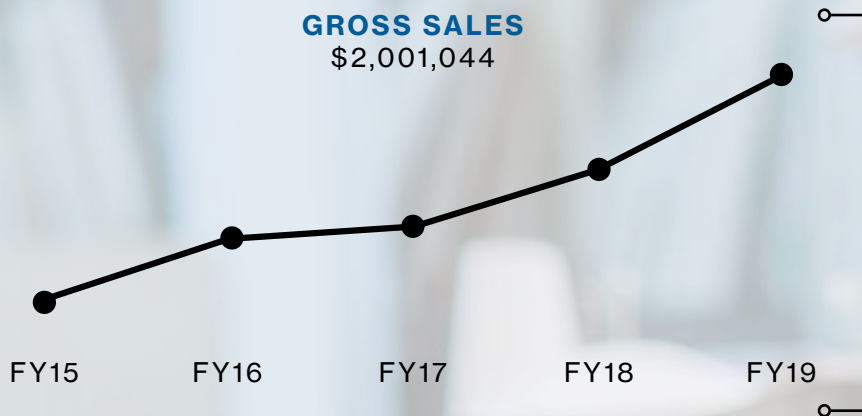
**59,875**  
TRANSACTIONS

**1,749**  
TONS DIVERTED  
FROM LANDFILL

**79,968**  
MILES DRIVEN  
ON DONATION  
TRUCKS

**41% increase  
over four years**

**GROSS SALES**  
\$2,001,044



**ReStore**





# home is...an investment.

## donor support

retail store, net	\$1,995,424
contributions	\$1,635,026
in-kind contributions	\$225,591
special events	\$146,542
grants	\$249,932
<b>TOTAL SUPPORT</b>	<b>\$4,252,515</b>

## revenue

sales of homes	\$1,382,287
mortgage loan discount	
amortization	\$308,383
investment income	\$28,790
other income	\$416,409
<b>TOTAL REVENUE</b>	<b>\$2,135,869</b>

## expenses

cost of homes sold + program	
support	\$6,593,580
management + general	\$606,493
fundraising	\$809,054
<b>TOTAL EXPENSES</b>	<b>\$8,009,127</b>

## net assets

beginning of the year	\$8,263,734
end of the year	\$6,642,991

COMPLETE FINANCIAL STATEMENTS:  
[sandiegohabitat.org/financials](http://sandiegohabitat.org/financials)

## assets

cash + cash equivalents	\$1,031,066
restricted cash	\$238,477
accounts receivable	\$309,418
mortgage notes receivable	\$4,158,246
inventory - ReStore	\$515,137
prepaid expenses + deferred charges	\$63,305
construction-in-process	\$4,714,813
finished homes held for sale	\$598,984
property + equipment	\$5,848,418
investment in New Market Tax Credits (NMTC)	\$1,212,906
beneficial interest in assets held by community foundation	\$349,097
deposits + other assets	\$127,994
<b>TOTAL ASSETS</b>	<b>\$19,167,861</b>

## liabilities

accounts payable, accrued expenses, + other	\$797,735
secured obligations	\$2,979,167
homeowner impounds	\$5,548
notes payable - government agencies	\$1,765,830
refundable advances	\$162,366
note payable - bank	\$3,631,167
note payable - Habitat for Humanity International	\$15,465
notes payable - construction	\$90,386
notes payable - NMTC	\$1,677,206
notes payable - Mission Driven Finance	\$1,400,000
<b>TOTAL LIABILITIES</b>	<b>\$12,524,870</b>

## homebuilding investment fund

Strong and stable homes help build strong and stable communities. San Diego Habitat is proud to partner with Mission Driven Finance to make the Homebuilding Investment Fund available to qualified institutional and private investors. Participants in the fund provide upfront capital necessary to complete construction on 30 Habitat homes, catalyzing significant social and economic impact, and earning annual interest on their investment.

**\$1.4m**  
 DEPLOYED  
 TOWARD  
 HOMEBUILDING  
 EFFORTS

**58%**  
 INCREASE IN  
 PRODUCTION  
 ENABLED OVER  
 FIVE YEARS

**FINANCIALS**

# thank you, donors

REALTY  INCOME

 **Ameritrade**

 **COX**

 **WELLS  
FARGO**

## \$100k+

CBS Windows and Doors  
David C. Copley Foundation  
Realty Income Corporation  
TD Ameritrade

## \$50k+

Thrivent Builds  
County of San Diego  
Cox  
The Home Depot  
Foundation  
Richard Farrar\*  
Wells Fargo Foundation

## \$25k+

20/20 Plumbing & Heating  
AimLoan Inc.  
Encore Capital Group  
Elaine Galinson  
Las Patronas  
Midway Foundation, Inc.  
Sony Playstation

## \$10k+

Antis Roofing &  
Waterproofing  
BAE Systems  
Bank of America  
Foundation  
Blindsgalore  
City National Bank  
Cymer  
Halozyme, Inc.  
Helen Hammond  
Harrah's Resort Southern  
California  
Kidder Mathews  
Charles & Ray Lickel  
MADCAPS  
MHS Heating & Air  
Conditioning, Inc.  
Northrop Grumman  
Systems Corp.  
Pacific Western Bank  
Projects With Purpose  
San Diego Gas & Electric  
Semper Solaris  
Semptra Energy Foundation  
Sumitomo Rubber North  
America

Univision  
Valspar  
Ruth Warwick  
Whirlpool

*\*in memoriam*

## \$5k+

Allen Matkins Leck Gamble  
Mallory & Natsis LLP  
Allianz Global Investors  
Capital  
The San Diego Foundation  
- JF. Beyster Fund  
Carl Zeiss Vision Inc  
ClosingCorp, Inc.  
CoreLogic, Inc.  
Crane Development  
Karen Dow  
Flatiron West, Inc.  
Gemological Institute of  
America  
Giveback Homes  
Hunter Industries  
Integrated DNA  
Technologies  
JPMorgan Chase  
La Jolla Country Day  
School  
Longevity Physical Therapy  
PepsiCo  
Ron & Joyce Rabens  
SB&O  
Schneider Electric  
State Farm Mutual  
Automobile Insurance  
Company  
Thrivent Financial  
T-Mobile San Diego  
US Bank Foundation  
UTC Aerospace  
Virginia J. Barber  
Foundation  
WD-40 Company

## \$2.5k+

Bradley Adams  
Ajinomoto Bio-Pharma  
Services

Allgire General Contractors  
Black Hawk Electric  
Cal Berkeley Habitat for  
Humanity  
Clark Construction  
Company  
Commonwealth Financial  
Network  
Dentons  
Design Institute of San  
Diego  
Ferguson Pape Baldwin  
Architects  
Ferring Pharmaceuticals  
Diane & Elliot Feuerstein  
First American Trust  
Fortune Builders, Inc.  
Gafcon, Inc.  
Genentech Inc  
Genworth Mortgage  
Insurance  
Grace Church San Diego  
Great Pacific Securities  
Greg Heinzinger & Kerstin  
Pfann  
Hunter Douglas  
ISEC Inc  
Karyn & Andrzej  
Jakubowski  
Ms. Katrina Kelly  
La Jolla Kiwanis  
Foundation  
Adam Loew  
Loews Coronado Bay  
Resort  
Makaira Partners LLC  
Meketa Investment Group,  
Inc.  
Diane Mosely  
MRoland Associates  
Nexus Physical Therapy  
Onyx Building Group

Douglas & Cynthia Owen  
Oxford Finance, LLC  
Pillsbury Winthrop Shaw  
Pittman LLP  
PPD Development, LP  
Price Philanthropies  
Rancho Bernardo  
Community Church  
Eric & Hiliary Roeder  
San Diego Catering  
Company, Inc.  
San Diego Hardware Co  
Semptra Utilities  
Simpson Strong-Tie  
Brad & Pamela Storey  
Symantec Corporation  
Teague Insurance Agency  
Inc.  
Teradata  
Toyota Financial Services  
Gary & Diana Whitney  
Wilson Sonsini Goodrich &  
Rosati  
Wisk Construction  
Paul & Carol Yong

## \$1k+

Edward Amrick  
David Anderson  
Joan & Dave Anderson  
Frank Baldwin  
Paul Barnes  
Bryan T & Lee Bebb  
Donna Beshgetoor  
Kelly Blake  
Patti Blakeslee  
John Boyce  
Janice Bradel  
Edward & Lourdes Brekke  
John Bunnell & Cynthia  
Gordon  
Kenneth & Lynne Calkins



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Michelle Conde  
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Dankberg Family  
Foundation  
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Brenda & Christopher  
Duffey  
Escondido East Rotary  
Club  
Kellie Evans-O'Connor  
First United Methodist  
Church  
Gloria Floren  
Alex Funderburk  
Jerry & Jennifer Hall  
The San Diego Foundation  
- Jill G. Hall Fund  
Raul Hernandez Ochoa  
David W. Hewitt  
Rick Jones  
Linda & Mel Katz  
Sam & Dianne Kernell  
La Jolla Presbyterian  
Church  
Katina Lafond  
Ms. Keri LeBlanc  
John Lee  
Diane & Richard Llewellyn  
Patricia Ludwick  
George & Susan Mansho  
Armando & Margaret  
Martinez  
Cami Mattson

Deborah McCann  
Scott & Patricia Miller  
Moore Dry Dock Foundation  
Patty Morris & John Conkle  
Bill & Lucy Motts  
Robert Murphy  
Daryl Nees  
Jeffrey Newmann  
Michael Niemiec  
Fay Patterson Bullitt  
Paul & Barbara Peterson  
Andrea & James Petray  
Lori & Tim Pfeiler  
Qualcomm Matching Gift  
Program  
Yzmir R. Ramirez  
Robert & Joan Reese  
Nicole Rogers  
Sandra Ruscetti  
Gary & Dr. Ruth Samad  
John & Linda Saveland  
Edward & Laura Scarpelli  
Tom & Kim Schoettle  
John & Julia Serences  
Richard & Nancy Sheridan  
St. Paul's United Methodist  
Church of The Voyager  
Pamela & Michael Swartout  
Kirk & Lisa Taylor  
James Toothaker & Betsy  
Smith  
Justine & Chris Ulmer  
Daniel Vena  
Carolyn & Kent Walker  
Bruce Webster  
Graydon & Dorothy Wetzler  
Roger Wherry  
LeAnn K. Williams  
Witman Family Foundation  
Matthew Witman  
Amea Wood & Eric  
Mustonen



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President; Shea Homes San Diego

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Registered Nurse; South Region Public Health Clinic

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8128 Mercury Court, San Diego, CA 92111  
sandiegohabitat.org | 619-283-4663