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through shelter,
we empower



San Diego
Habitat for Humanity®
fy18 annual report

from the **president/ceo**



“
through shelter,
we empower
”

Dear Habitat supporters,

As I reflect on the past fiscal year, I am filled with pride and gratitude for what we have come together to accomplish. As housing and rent prices continued to climb and the affordable housing crisis became more daunting, we continued to build and sell new homes, repair and preserve existing homes, serve veterans, and provide affordable home maintenance solutions to the public through our ReStore network.

We have seen the positive impact of our mission on hard working families who are empowered

to achieve strength, stability, and self-reliance through affordable homeownership. But there is much to do. That's why we are developing a new, aggressive strategic plan to address the affordable housing crisis in our community and to empower even more families in the next five years and beyond. On behalf of our Habitat Homeowners, thank you for your unwavering and generous support this year.

Lori Holt Pfeiler
President/CEO

San Diego Habitat for Humanity seeks to put God's love into action by bringing people together to build homes, communities, and hope.



empowering families

Strength and self-reliance are made possible when a family has a decent, stable place to call home.



2
homes sold



1,000
sweat equity
hours contributed



8
adults and
children served

empowering neighborhoods

Healthy, safe homes are vital to strong neighborhoods. Habitat performs home preservation and critical home repairs so that existing homeowners can live in dignity and security, empowering them to raise their families in good health, and to age in place if they so choose.



11
homes
repaired



21
people
served

empowering veterans

Our veterans deserve to live in decent shelter, but many struggle with keeping up with maintenance on their homes. Habitat is proud to empower veterans through our VetRepair program, performing critical home repairs to those who have served us.



8
homes
repaired



10
people
served

empowering **volunteers**

Habitat volunteers get almost as much as they give on a construction site, in our office, or in a ReStore. Learning new skills, making new friends, and changing futures for local families is an empowering experience. The best part? Habitat volunteers empower us to provide opportunity, stability, and peace of mind to Habitat homeowners.



5,879
volunteers



47,870
hours contributed



\$1,392,558
value of volunteer hours



empowering **americorps**

Our work was bolstered this year by six AmeriCorps members, who committed to a year of service helping to meet critical needs in the community through the Corporation for National and Community Service. They supervised volunteers and helped build or repair 14 homes. Additionally, we hosted a team of nine AmeriCorps members from National Civilian Community Corps (NCCC) who were critical to the success of our Women Build and Home Builders Blitz events.

Building two homes in five days is a daunting task, but with the support of McCarthy Building Companies, Inc. and Clark Construction Company, we had a successful Home Builders Blitz in El Cajon this year.



4
locations



7,543
donations



78,400
miles driven on
donation trucks



1,521
tons diverted
from landfill



54,751
transactions



Habitat for Humanity® ReStore®

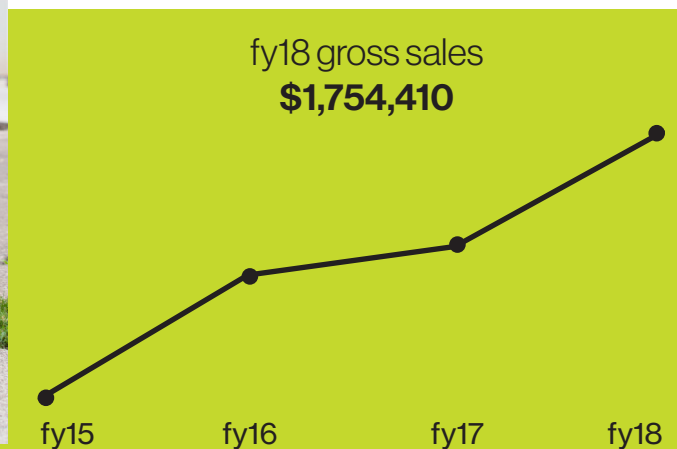
empowering **weekend warriors**

Providing access to affordable and unique home improvement materials empowers local homeowners to take control of their space, making it more energy efficient, safe, and beautiful. We are proud to have opened our fourth ReStore location this year in Carlsbad, giving us an opportunity to serve more customers and to raise more money to support Habitat's mission! The potential is endless at the ReStore, all made possible by those who support the store that builds homes.

top-selling items:

**furniture
appliances**

**cabinetry
flooring**



The ReStore's contribution to Habitat is critical to our mission of building homes, communities, and hope. The gross proceeds have increased 24% over the past three years, thanks to your donations and purchases.

total support + revenue \$5,795,643

total support
74% | \$4,297,561

grants

5% | \$299,060

special events

2% | \$129,530

in-kind contributions

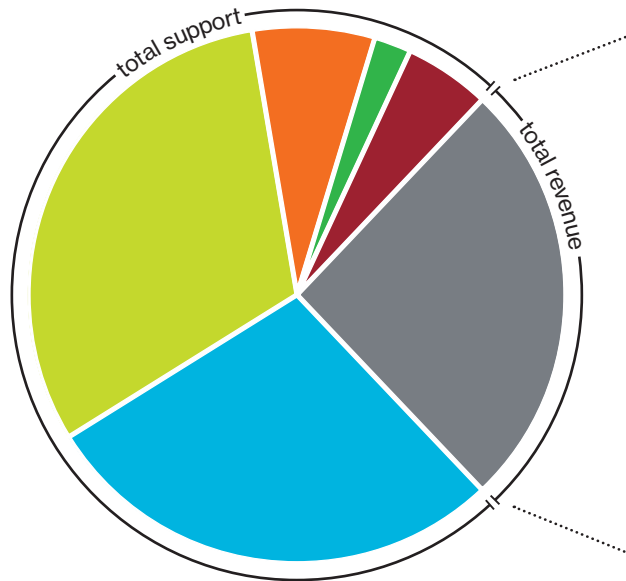
8% | \$426,515

contributions

31% | \$1,807,038

retail store, net revenue

28% | \$1,635,418



total revenue
26% | \$1,498,082

sales of homes

16% | \$937,000

mortgage loan discount amortization

6% | \$365,673

investment income

1% | \$22,575

other income

3% | \$172,834

net assets

beginning of year
\$8,711,944

end of year
\$8,263,734

total expenses \$6,211,478

fundraising

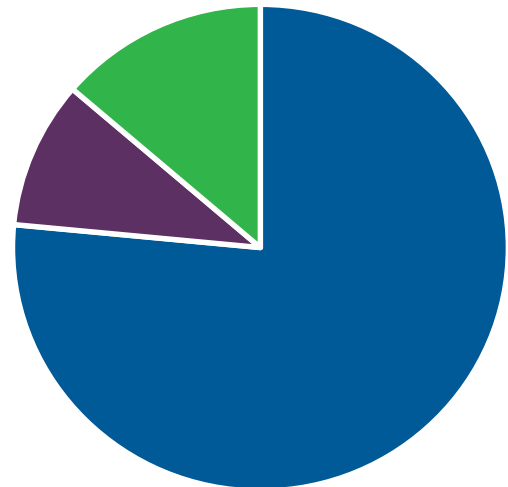
14% | \$850,881

management and general

10% | \$608,309

cost of homes sold and program support

76% | \$4,752,288



to see complete audited financial statements, please visit:
sandiegohabitat.org/aboutus/financialstatements

thank you donors

\$100k+

City of San Diego
David C. Copley Foundation
Realty Income Corporation
TD Ameritrade
The Home Depot Foundation
Wells Fargo Foundation

\$50k+

Allegion, plc
American Faucet and Coatings
BAE Systems
Clark Construction Company
James Hardie Building Products
JPMorgan Chase
McCarthy Building Companies Inc.

\$25k+

AimLoan Inc.
Bank of America Foundation
Blue Jeans Go Green - Cotton
Incorporated
County of San Diego
Cox
Encore Capital Group
Pacific Mercantile Bank
SB&O

\$10k+

A.O. Reed & Co.
ACCO Engineered Systems
BD Biosciences
Bergelectric
City of El Cajon
Helix Electric, Inc.
Integrated DNA Technologies
Jones Lang LaSalle
Kidder Mathews
Charles & Ray Lickel
Midway Foundation, Inc.
MRoland Associates
NBC 7 & Telemundo 20
Pfizer Inc.
Providence Venture Inc.
Semptra Energy Foundation
Sylvester Roofing Co., Inc.
Valspar
Veterans United Foundation
Village Community Presbyterian
Church
Virginia J. Barber Foundation
W.S. Klem Contractor, Inc.
Ruth Warwick

\$5k+

Ajinomoto Bio-Pharma Services
All Source Coatings & Tile

American Association of Airport
Executives
Anonymous
Best Interiors Inc.
The San Diego Foundation - J.F.
Beyster Fund
blinds4galore.com
Cali Bamboo LLC
ClosingCorp, Inc.
Cubic Corporation
D.A. Whitacre
Eagle Paving
Embassy Suites by Hilton San Diego
La Jolla
Federal Defenders of San Diego, Inc.
Fresenius Kabi USA
Genentech Inc.
Howard's Rug Company
John & Anne Lee
Lewis Greenwood Foundation
MADCAPS
MHS Heating & Air Conditioning, Inc.
National Association for the
Exchange of Industrial Resource
PepsiCo
San Diego Gas & Electric
Schneider Electric
Simpson Strong-Tie
Sony Playstation
State Farm Mutual Automobile
Insurance Company
Tealium, Inc.
Thrivent Builds
Tomodachi Fund
US Bank Foundation
Diana Wright

\$2.5k+

Alliant Specialty Insurance Services,
Inc.
Avalon Bay Communities, Inc.
Paul Barnes
BayWa r.e.
Breckinridge Capital Advisors
John Bunnell
CGI
Chico's FAS
Mark & Christine Clark
Coffman Engineers
John & Pauline Cone
Ruth Corcoran
CoreLogic, Inc.
CR Insulation & Firestopping, Inc.
Dal-Tile
Davy Architecture
DFS Flooring
Dow
Karen Dow
Kellie Evans-O'Connor
First American Trust
Gafcon, Inc.

GAIN Credit Inc.
Noam Ganel
Gatto, Pope & Walwick, LLP
GenomeDx Biosciences
Guild Mortgage Co.
Greg Heinzinger & Kerstin Pfann
Heritage Escrow
Hologic Systems Engineering
Hunter Industries
ISEC Inc.
Johnson, Finch & McClure
Construction, Inc.
JPI Companies
La Jolla Country Day School
La Jolla Kiwanis Foundation
Leidos, Inc.
Loews Coronado
Marriott Coronado Island Resort
and Spa
Meketa Investment Group, Inc.
Mission Federal Credit Union
Mitchell International
Netgear
Nevell Group
Nexus Physical Therapy
Northrop Grumman
Peters & Freedman, LLP
Lori & Tim Pfeiler
prAna
Elizabeth Principi
Rancho Bernardo Community
Church
Remodel Works Bath & Kitchen
Rexel USA
San Diego Catering Company, Inc.
Savage Realty
SchoolsFirst Federal Credit Union
Seeley Brothers
Jane Smisor Bastien
Southern Cross Property
Consultants
Teague Insurance Agency Inc.
Teradata
T.Y. Lin International
Chris and Justine Ulmer
David E. Van Deventer
Brandon Vega
ViaSat Inc.
Whirlpool
Wilson Sonsini Goodrich & Rosati
Xpera, Inc.

\$1k+

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Joan Anderson
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AYCO Charitable Foundation
William Bailey
Bryan & Lee Bebb
Edward & Maria Brekke
Kenneth & Lynne Calkins

Nicole Caya-Winfield
Jan Chatten-Brown
Constance Clark
Eric Cohen
Community of Christ
Community Service Association
Michelle Conde
Dankberg Family Foundation
Bill & Crix Dealy
Brenda & Christopher Duffey
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Escondido East Rotary Club
Barrie Fairley
Jerry & Sharyn Farrow
First United Methodist Church
Fletcher Hills Presbyterian Church
Foundation of the Heart
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Shelia Gibson
Miguel Goicoechea
The San Diego Foundation - Jill G.
Hall Fund
Island Prime & C Level
Carl Johnson
Linda & Mel Katz
Bernard Kulchin & Paula Taylor
Donna J. Kuonen
La Jolla Presbyterian Church
Liferay Foundation
Diane & Richard Llewellyn
Dawn Long
Lillian Macy
Armando & Margaret Martinez
Scott & Patricia Miller
Josephine Mock
Paula Moore
Moore Dry Dock Foundation
Douglas & Cynthia Owen
Papa John's
Thomas Perez
Paul & Barbara Peterson
Price Philanthropies
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Paula & Jeffrey Rimmel
John & Linda Saveland
Tom & Kim Schoettle
Karen Selsor
John & Julia Serences
Richard & Nancy Sheridan
Brady Shirley
Harry & Donna Skinner
Thrivent Financial
Rob & Annamaria Tirsbier
Mark & Margaret Umphres
Raymond Waite
Cynthia Weir
Graydon & Dorothy Wetzler
Roger S. Wherry
Gary & Diana Whitney
Paul & Carol Yong

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