

building better life stories



San Diego
Habitat
for Humanity®

2016
annual report

mission

San Diego Habitat for Humanity seeks to put God's love into action by bringing people together to build homes, communities, and hope. People in our community and all over the world partner with Habitat to build or improve a place they can call home. Habitat homeowners build their own homes alongside volunteers and pay an affordable mortgage. With our help, Habitat homeowners achieve the strength, stability, and independence they need to build a better life for themselves and their families.





from the president/ceo

Dear Habitat Supporters,

Every Habitat for Humanity house has its own beautiful story, told through the people who build it and the people who make it a home. These are not just Habitat for Humanity's stories, they are your stories. Thousands of people come together to make the Habitat mission possible; as we look back on the past year, I ask you all to take a moment and think about the many people who gave of themselves in so many ways - through financial contributions, a hard day's work on a Habitat job site, serving on a committee, volunteering to make an event special, or by supporting the ReStore. It is all of these dedicated people who weave stories, day after day, to build something bigger than ourselves.

It is you who give the children that will grow up inside the walls of a new Habitat home the opportunity for their dreams to come true. It is you who allow the family who has lived in their home for generations to remain safely there, creating more memories with their loved ones. It is you who help families build strength, stability and self-reliance, because you care that they have a safe, decent, and affordable place to call home.

It's truly amazing what we can do when we come together as a community. We at Habitat are deeply grateful to all of you who make it possible to serve families every day. I hope you enjoy reading about Habitat's successes this year through the stories of the people we served, and the people who helped us proudly carry out our mission. We are looking forward to continuing to build better life stories.

A handwritten signature in blue ink that reads "Lori Holt Pfeiler".

Lori Holt Pfeiler
President/CEO

**“Thank you
for your continued
generous support
as we move forward
building homes,
communities and hope
throughout
San Diego County.”**

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n new homes

Every story has a heart, and the Habitat homeowners are ours. Their smiling faces remind us every day that what we are doing, together with your support, is making a difference. Their success stories are living proof that decent, affordable homes are creating strength, stability, and self-reliance for families. They remind us that we, as humans, are more alike than not. We are all in this together.



14

homes
built



28

adults
served



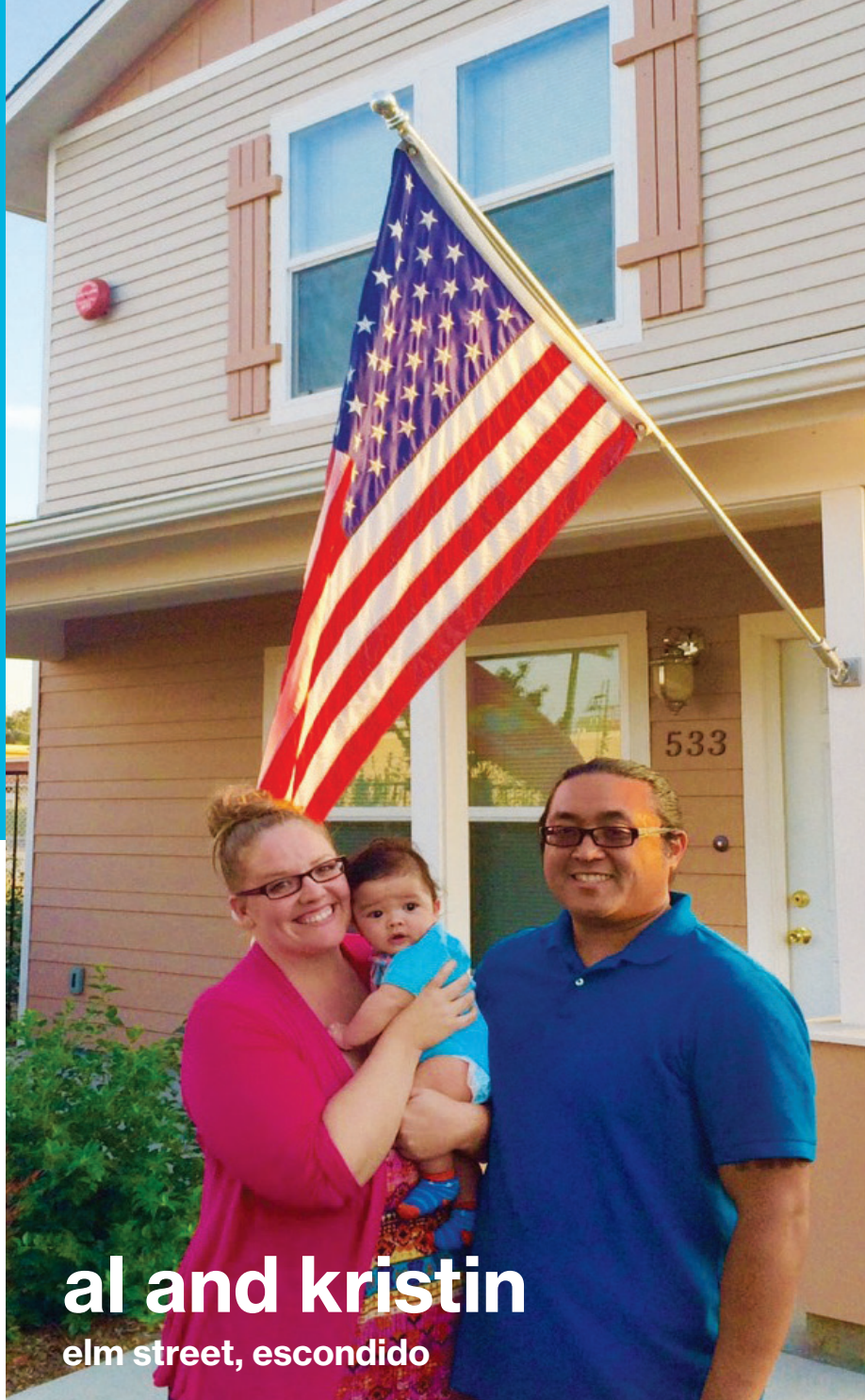
27

children
served



6,250

hours of
sweat equity
contributed



al and kristin

elm street, escondido

When Al and Kristin found out they were having their first child last year, their entire world changed. Like every parent, they wanted to provide their son with every opportunity for success. They knew that having a stable home was the foundation for a bright future for their growing family. Al is a Marine Corps veteran who served for five years as a military police officer and presidential support specialist under the G.W. Bush Administration. Kristin works with children at a local preschool. Although they work hard, the thought of actually owning their

own home seemed simply out of reach. Fortunately, Al discovered Habitat for Humanity and they decided to apply.

Fast forward one year: Baby Michael is 6 months old and Al's connection to Habitat is even stronger. He is now a full time employee with our affiliate, working to make sure veterans have a secure place to call home. Being accepted to partner with Habitat for Humanity was just the opportunity Al and Kristin needed to build a better life.

neighborhood revitalization



Sometimes, Habitat is part of a story already in progress. Through our Neighborhood Revitalization (NR) efforts, we touch the lives of people who already own their homes, but lack the resources to maintain them in a safe and healthy way. Revitalization activities continued this year in Imperial Beach, where we worked with the city, community organizations, and homeowners on community and home projects addressing health and safety, home preservation, accessibility, critical repair, weatherization, energy efficiency and sustainability.

Habitat's Repair Corps program is part of our overall Neighborhood Revitalization effort, and we are honored to have the opportunity to serve those who have served. With the help of generous underwriters, including The Home Depot, BAE Systems, the Pentagon Federal Credit Union, and Pentair, we repaired the homes of 24 veterans this year.

Jose and Bertha purchased their home in Imperial Beach in 1978 and raised three children there. They have been active in their community for decades. In recent years they have not had the resources to maintain their house. The fruit trees and pepper plants lovingly grown over many years still stand proudly in the yard, but the house needed repairs to ensure more generations of the family can enjoy it together. Habitat volunteers worked side by side with the family to replace the roof, paint the exterior, remove dilapidated fencing, and install new fencing around the front and back yards. With improvements to the yard and home, the family will be able to remain in the community they helped build.

jose and bertha

imperial beach



raul
repair corps

Raul, a proud veteran of both World War II and the Korean Conflict, served in the U.S. Army from 1943 to 1946 and again in 1951. Following his exemplary service, Raul worked with the Escondido Police Department until his 2008 retirement.

Raul now lives with his son, John, and grandchildren in a home Raul and his wife, Yvonne, built in 1958. They were married for 58 years before Yvonne's passing in 2007. Raul has always taken great pride in caring for his home, but in recent years, realized he was in need of a handicap-accessible bathroom, which Habitat's Repair Corps program was able to provide. He is so grateful for the huge impact Habitat's work has made in his life.



32 homes repaired



24 veterans served

The ReStore is a critical part of Habitat for Humanity's success story. These home improvement stores and donation centers sell new and gently used building materials and home furnishings, producing funds to support mission-related operating and program costs.

With help from local donors, shoppers, and volunteers, the Mission Valley and Escondido ReStore locations contributed major support to the Habitat affiliate this year, generating nearly \$1.5 million in FY16.



rick fox

ReStore supporter

Rick is a longtime ReStore customer who is always on the hunt for special and interesting items and building materials. Over the last decade, he has turned his 3-acre property at Lake Morena into an amazing mini town, inspired by the legacy of his father and grandfather, who were both carpenters and helped in the building of Disneyland. Playful inspiration must be in the bloodline, because the themed buildings, salvaged antiques, and family heirlooms have the feel of a wild west Main Street USA. Martha's Kitchen, the Hansel House, Foxx's Mercantile, Grandpa's Attic, Rusty's Saloon, and Blake's Barbershop make up the town - dubbed Rancho Los Zorros - with a tree house and suspension bridge with lots of other surprises already underway. Most of the construction items Rick used to build his town were purchased from the ReStore, and he says this wouldn't have been possible without it!



6,912 donations



6 houses built from ReStore receipts



\$1,476,682 – ReStore income, net



1,178 tons of materials kept out of landfills



45,111 sales transactions



volunteers

Our volunteers are the heroes of the Habitat story. Thousands of them lend their time and talents every year to support local families in need of improved housing. They show up every day, rain or shine, to new construction sites, neighborhood revitalization projects, the ReStore, and our administrative offices. They are strong, determined, and confident. They are not afraid to dig in and lift others up. It is their hands that do the work that changes lives.

sherri hayne | ReStore



Providing positive customer service has always been important to Sherri Hayne and she devoted most of her professional career to that end. “I think it’s in my blood to help people.” Following her retirement, she wanted to help again. When she first volunteered at the Habitat ReStore in Escondido over two years ago, Sherri was hooked. “I found Habitat as a way to give back, and its Christian ways were right up my alley.” She has volunteered hundreds of hours in customer sales, floor stocking,

cashier and computer support in addition to volunteering for many Neighborhood Revitalization and home building efforts. “At ReStore, I actually have a customer who won’t let me follow him around anymore,” she laughs, “because he spends too much money with me.” Sherri absolutely loves interacting with customers. “But, I have to admit, the best moments are when I see a family in need receiving the keys for their new home that they and Habitat built together!” That is why I volunteer.

tony prizio | construction

Tony Prizio has been an invaluable asset to Habitat for Humanity, volunteering with great dedication and pride on Habitat construction sites. Hailing from Connecticut, Tony worked as a self-employed carpenter/builder for 35 years. After deciding he needed a major change in his life, Tony outfitted his van for a life on the road, ready for adventure and with a desire to see the United States. Upon reaching San Diego, Tony joined the Habitat team on a project in Imperial Beach in 2012. Since then, he has driven cross-country nine times, spending

summers in New England and winters here in San Diego, volunteering countless hours with supreme dedication. “I enjoy teaching folks how to do things, sharing the little tricks a good carpenter learns from years of work.” Even though build days can be exhausting, Tony finds the work very rewarding. “The very best part of any day working with volunteers is when I can see that they listen, comprehend and really ‘get it’. The icing on the cake is when they thank me at the end of the day, telling me they enjoyed it and learned something. That’s the best!”

stephanie coyne | neighborhood revitalization

Stephanie began to volunteer with Habitat for Humanity in 2012 in Virginia. She participated in rehabilitating existing homes and fell in love with it. After moving to San Diego in 2015, Stephanie continued her commitment to Habitat, volunteering in a variety of areas, including neighborhood revitalization. When asked what she loves to do most, she says with great enthusiasm, “Anything they will let me help with! Habitat is such a great organization to work with and I absolutely love the people, who are so nice and genuine.”

Stephanie, an active Navy Electronic Technician, says, “I am

motivated not only by being in the military, which supports giving back to the community, but also by my dad.” Stephanie’s father was a carpenter and she grew up helping him every summer, learning the skills he taught and spending invaluable time with him. Seven years ago, he passed away, and Stephanie says that Habitat has brought back all of the wonderful experiences she had with him. “When I spend time on a new construction site or a home revitalization project, it’s like being back with my dad. This work keeps me close to him. It’s like carrying on my father’s legacy.”



dennis morgardo | project management



Dennis Morgardo spent his entire career in construction management. He had a hand in building large commercial and institutional projects including airports and hospitals. When he retired and moved to San Diego six years ago, he decided it was time to give back. He sought out Habitat for Humanity with an offer to put his skills to work for good. Habitat jumped at the chance to have such an accomplished project manager on the team. Dennis spends his Tuesdays and Thursdays at Habitat, helping

to navigate building processes for upcoming construction projects. (Most other days, you’ll find him on the golf course.) He helps the Habitat construction superintendents with scheduling, materials acquisition, and planning scopes of work, among other things. What he loves most about Habitat is that he can use his knowledge to give back and help people who need a hand up to help themselves. “A home means everything - Habitat makes people’s dreams come true.”



6,839 volunteers



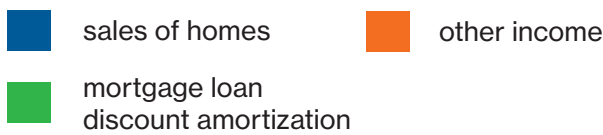
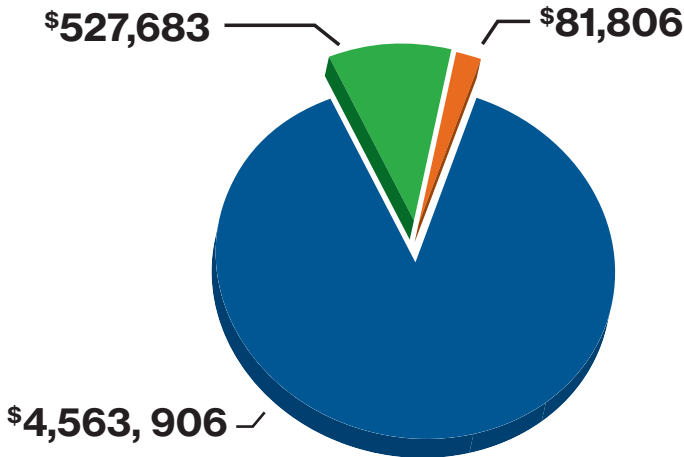
44,414 hours donated



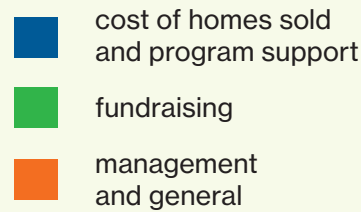
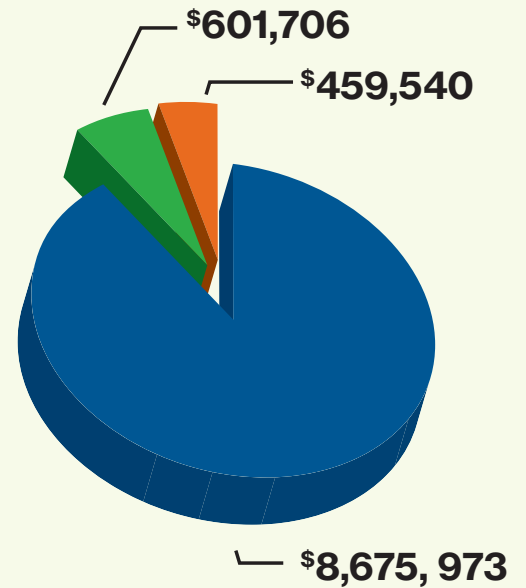
\$1,193,404 – value of volunteered time

EXPENSES

REVENUE

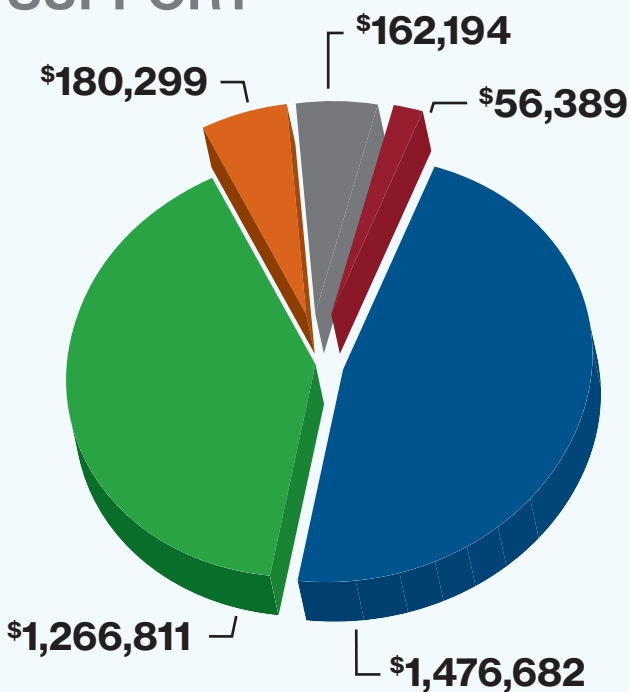


total revenue \$5,173,395



total expenses \$9,737,219

SUPPORT



total support \$3,142,375

total support and revenue \$8,315,770

net assets

at beginning of year
\$8,649,493

at end of year
\$7,228,044

thank you!

donors

\$100,000+

The Home Depot Foundation
Realty Income Corporation

\$50,000 – \$99,999

The Adler and Bateman Family Trust
California Bank and Trust
WISH Program
National Association of Realtors
TD Ameritrade
Wells Fargo Housing Foundation

\$25,000 – \$49,999

BAE Systems
Bank of America Foundation
Cox Communications*
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Encore Capital Group
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Lowe's
Estate of Diane M. Johnson
Pacific Mercantile Bank
WISH Program
San Diego Marble and Tile
Scotts Miracle Gro
Sullivan Moving and Storage
Thrivent Builds
Whirlpool

\$10,000 – \$24,999

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Diamond Environmental Services
East West Bank WISH Program
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Koji and Sue Kasuyama
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Newman Replacement Windows
Pacific Western Bank WISH Program
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SB&O
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The Original Pink Box
Trane/Ingersoll Rand
Ruth Warwick
Wells Fargo Foundation

\$5,000 – \$9,999

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Sony Playstation
Star 94.1 FM/iHeart Media
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Valspar

\$2,500 – \$4,999

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Closing Corp, Inc.
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Karen Dow
DMV.org
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Taylor Made Golf
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Zurich American Insurance Company

\$1,000 – \$2,499

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