



San Diego

Habitat
for Humanity®



Making An Impact

2015 ANNUAL REPORT

MISSION STATEMENT

San Diego Habitat for Humanity seeks to put God's love into action by bringing people together to build homes, communities, and hope. We aim to empower families by building simple, decent homes for affordable ownership, rehabilitating existing homes, revitalizing entire neighborhoods, serving veterans, and providing proven housing solutions for families with limited incomes in San Diego County.

Our vision is to eliminate substandard living conditions in San Diego County by providing solutions to housing challenges and opportunities for hard working families to create better life stories for generations to come. We believe that decent shelter for everyone should be a matter of conscience and action. We envision a partnership between people of all backgrounds, all faiths, all races and all religions to build and repair homes and community, together.



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THE BOARD IN ACTION



FROM THE PRESIDENT/CEO



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

Dear Habitat Supporters,

A decent, healthy home can positively impact a family for generations to come. That's why San Diego Habitat for Humanity and its supporters strive every day to create and preserve safe and affordable homes for ownership by hardworking people, offering a hand up, not a handout.

Our communities are stronger when families have access to safe, decent, affordable houses to call home - families that would never be able to buy a home in San Diego County. They are bakers, landscapers, custodians, truck drivers, restaurant workers, laborers, lab technicians, and school playground attendants; they are doing jobs that are critical to the success of our society, but they aren't earning enough to afford a home of their own. There are not many choices in San Diego County when you can't afford housing, and many families are living in derelict, dangerous, and unhealthy conditions.

With your support, we are creating a better life story for these families, and are proud of what we have been able to accomplish in the past fiscal year. We served a total of 95 people, ramped up our Neighborhood Revitalization program to repair 5 homes, and served 26 veterans through critical home repair. We built 28 playhouses for needy children, and put 8,229 volunteers to work.

But there is more to do. Housing is critical to breaking the cycle of poverty and we remain focused on building, renovating and rehabilitating homes and cultivating community engagement to serve our families.

Together, we are impacting lives, families, and futures. Thank you for your generous and ongoing support.

In partnership,

Lori Holt Pfeiler
President/CEO

PROGRAMS FOR VETERANS



San Diego County is home to more than 400,000 veterans – one of the highest concentrations in the country. In California, 76% of low-income veteran households struggle with a significant housing cost burden, meaning that they are spending more than 50% of their income on housing. Nearly 9 out of every 10 veterans who served after 9/11 fall into this category, and San Diego County has the highest post-9/11 veteran population in the country. So many of those families are only one paycheck or emergency away from complete disaster. And 26% fall within the income range that Habitat serves.¹



SDHFH strives to serve those who have served us by providing affordable homeownership opportunities; up to \$15,000 in critical home repair to qualified veteran homeowners; employment and internship opportunities through coalitions with organizations like AmeriCorps, The Mission Continues and The Travis Manion Foundation; volunteer opportunities; counseling and connection to partner organizations for veteran supportive services; and advocacy for change to legislative policies to improve housing stock and stability for veterans.

the number

Repaired 12 homes owned by veterans, counseled and connected 180 people to veteran supportive services, employed 3 veterans on Habitat staff

the impact

Gave 26 people the opportunity to live in safer, healthier homes

¹ National Low Income Housing Coalition - Housing Instability Among Our Nation's Veterans, 2013

NEIGHBORHOOD REVITALIZATION

Neighborhood Revitalization (NR) is a tool that allows San Diego Habitat for Humanity to serve many more families. NR efforts focus on the improvement of communities around Habitat's new construction sites, and supporting families who already own their homes. The NR program is inclusive and provides a holistic approach, compelling the existing residents of the neighborhood to be active participants in the revitalization of their own community.

Through Neighborhood Revitalization, Habitat is able to bring together new resources to offer a wide array of housing solutions - from home repairs critical to health and safety, to energy efficiency improvements, to weatherization and accessibility and aging-in-place support, all in an effort to expand Habitat's traditional partnership with new homeowners and volunteers to include neighbors and other local organizations for a far greater impact.

In FY15, SDHFH completed training and was certified by Habitat for Humanity International as an official NR affiliate.

the numbers

5 homes revitalized
16 people served

the impact

Direct construction activities and supportive service referrals allow SDHFH to serve more families and allow them to remain in their homes safely and comfortably.

Efforts focused on the neighborhoods surrounding the Elm Street community in Escondido, and the 10th/Donax community in Imperial Beach.

Referrals for supportive services help the families we serve even further, and we have spent lots of energy this year building and solidifying partnerships with local nonprofits and faith organizations that provide added assistance in the areas of health and wellness. We counseled and connected approximately 120 families to partner organizations in FY15.



PLAYHOUSE PROGRAM



Habitat brings the build to you!

The San Diego Habitat for Humanity Playhouse Program is designed to offer a dynamic, fun, and meaningful construction/teambuilding experience for corporate and community sponsors. Habitat provides a half-day event—building and decorating usable and durable playhouses that are given to children through partnerships with several local charities serving families in need. Revenues from sponsorships are used to fund the construction of Habitat homes.

Playhouses provide a secret world where kids can create make believe scenarios that foster their development, leadership, and creativity. Playhouses built by Habitat's corporate partners are offered to Habitat Partner Families, as



well as to other children in need, and to the children of local veterans and active duty military personnel. SDHFH partners with organizations such as the San Diego Military Family Collaborative, the Escondido Community Child Development Center, The Children's Initiative, and Ronald McDonald House Charities of San Diego. These are families who never dreamed they would be able to offer their children such a wondrous experience like the one that a playhouse provides.

the number

Raised \$94,500

the impact

Built 28 playhouses for
deserving children

The San Diego Habitat for Humanity ReStores are a critical to the impact Habitat for Humanity makes in our communities. The Mission Valley and Escondido locations sell new and gently used home improvement items to the public, with net proceeds providing a sustainable income that funds the construction of Habitat homes. The Escondido ReStore celebrated its year anniversary in 2015, and is continuing to be a major contributor to the ReStore's overall success. Generous donors and loyal customers help the ReStore continue to be a driving force in the realization of the Habitat mission.

the number

Grossed \$1.4 million
in sales

the impact

Built 5 Habitat homes and
diverted over 39 tons of
reusable materials from local
landfills due to recycling
efforts



FAMILY SPOTLIGHT

The Carillo Family



For eight years prior to moving into the Libby Lake Community in Oceanside in 2015, the Carrillo family lived in a cramped low-income apartment. Alex's mother, Matilde, lives with them, and shared a small bedroom with Valeria (14) and Melanie (10). They had been the victims of theft, and they had no safe outdoor space of their own.

Alex and Lilia work very hard in the restaurant industry – both as servers at local hotel resorts. The girls enjoy school and are good students.

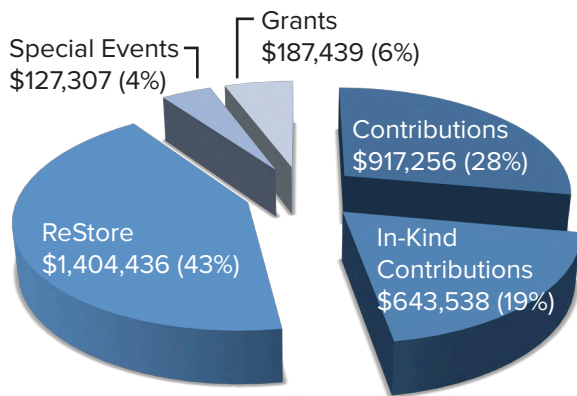
Valeria has life-threatening type I diabetes and requires daily insulin to maintain safe blood sugar levels and good health. Medical benefits from Alex and Lilia's jobs do not

cover Valeria's insulin, and they could not afford the out-of-pocket expense for the medication Valeria needs. Lilia, in a desperate move to help her daughter, began working reduced hours in order to qualify for MediCal and to care for Valeria, making it even harder to make ends meet. They did their best on limited incomes to save for a home of their own, something they dreamed of for a long time, but never truly thought would be in their reach.

Now, the Carillos have completed their sweat equity and are settled in to their new home in Oceanside, ready for a bright future. The girls are most excited about having space for friends and family to come visit, and to the possibility of a new pet.

BY THE NUMBERS

SUPPORT



TOTAL SUPPORT - \$3,279,976

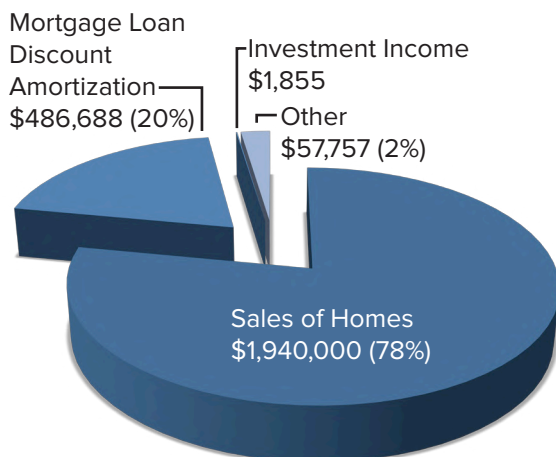


NET ASSETS

Beginning of Year
\$8,165,966

End of Year
\$8,649,493

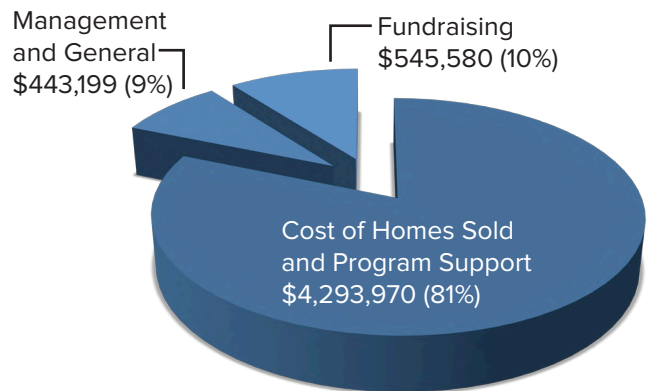
REVENUE



TOTAL REVENUE - \$2,486,300

**TOTAL SUPPORT AND REVENUE
\$5,766,276**

EXPENSES



**TOTAL EXPENSES
\$5,282,749**

To see complete audited financial statements please visit sdhfh.org/AboutUs/FinancialStatements

95

TOTAL PEOPLE SERVED
THROUGH LOCAL HOUSING
SOLUTIONS



■ Veteran Home Repair (26) ■ Rehab (17)
■ Neighborhood Revitalization (16) ■ New Construction (5)

31



People served in Romania and Lesotho through international tithe to Habitat for Humanity International



DONORS

\$100,000+

Balfour Beatty Construction
Clark Construction Company
McCarthy Builders
RQ Construction
Square & Circle International
TD Ameritrade

\$50,000 - \$99,999

Jimmie Johnson Foundation
Lowe's
Sempra Energy

\$25,000 - \$49,999

American Faucet and Coatings
BAE Systems
California Bank & Trust
Concentrus
Cox Communications
Encore Capital Group
Erik Freitag
Harrah's Resort Southern California
James Hardie Building Products Inc.
Kitchen Aid
San Diego Marble & Tile
STAR 94.1 FM
Sullivan Moving & Storage
Wells Fargo

\$10,000 - \$24,999

ABGF Fund at The San Diego Foundation
AJS Consulting
COOLA
Countywide Mechanical Systems, Inc.

Daltile
Dow
EasyTurf
EDCO
Escondido Disposal, Inc.
Don and Alice Fehrenbach
GAF
Green Family Foundation
Helix Electric Inc.
J.F. Beyster Fund at The San Diego Foundation
Lawrance Furniture
Legrand Home Systems
Leidos
Lowe's of Chula Vista
MBK Senior Living
Newman Windows
Northern Lighting and Electric
Petco Park
Regency Centers
San Diego Yacht Club
SB&O
Southwest Windows
The Original Pink Box
The Valspar Corporation
Thrivent Builds
Trane Commercial Systems
Union Bank
University Mechanical & Engineering Contractors, Inc.
Ruth Warwick

\$5,000 - \$9,999

Ace Hardware
Bradley Adams
Jon Allem
Allianz Global Investors

Jane Bastien
Black Whale Lighting
Boise Cascade
Burns & McDonnell
Cali Bamboo
Diamond Environmental Services
Karen Dow
Ferguson
Foundation Escrow
GB Sales
Grande Colonial Hotel
Guild Mortgage Company
John Higgins
Hunter Industries
Integra LifeSciences Corporation
Junk MD
Lowe's of Vista
Northrop Grumman
Nypro
Orion Construction
PepsiCo, Inc.
Pfizer
Rancho Bernardo Community Presbyterian Church
Roofing Supply Group
Robert Sanchez
San Diego Marble & Tile
San Diego Walk In Tubs
Schneider Electric
Select Development Corporation
Andrew Shean
Agda Shelley
Sycuan Casino
Paul and Carol Yong

\$2,500 - \$4,999

Action Air
American Medical Response
BJ's Restaurants Foundation
Robert and Jill Clark
ClosingCorp
CoreLogic, Inc.
Cushman & Wakefield
Bill and Crix Dealy
Dimont & Associates
Dudek
Eberhard Benton Roofing
Faith Presbyterian Church
Fortune Builders, Inc.
Gafcon, Inc.
Gemological Institute of America
Hanson Aggregates
Greg Heinzinger and Kerstin Pfann
Michael Hostetler and Erica Pascal
JCJ Business Corp.
Koji and Sue Kasuyama
Doug Lambe
LPL Financial
Maggie Roland Associates, Inc.
Panasonic Corporation of North America
Qualcomm
Rexel
Simpson Strong-Tie
Brad Storey
TaylorMade Golf
The Burnham Foundation
Totally Bamboo

Uptime Ontime, Inc.

Brandon M. Vega

Vulcan Materials Company

Wawanesa Insurance

Westcoast Connection &
360° Student Travel

\$1,000 - \$2,499

Accel Framing, Inc.

Michael and Karen Adam

Agri Service, Inc.

Austin Peay State University

Virginia J. Barber

Paul Barnes

Barona Resort & Casino

Bryan and Lee Bebb

Stephen and Priscilla
Bothwell

Chalice Unitarian
Universalist Congregation

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Commonwealth Cares
Foundation

Consumer Attorneys
of San Diego

Joseph D. Costello

Countertops 4 Less

CREE

D.H. Charles Engineering, Inc.

Cynthia and Mark Dankberg

Dean Darley

DaVita Kidney Care

Jordan C. Doepke

Echo Pacific
Construction, Inc.

Randy and Suzanne Frisch

Alexander Funderburk

Mike and Sharon Gehl

John and Cindy Glancy

Golden State Consultants

Hawthorne Cat

Home Depot of Escondido

Robert Honer

Phillip and Laura Huffman

Hunter Douglas

Innovative Fire Protection

J & B Materials, Inc.

Jackson Design &
Remodeling

JAMAR Electric
San Diego, Inc.

Bernard Kulchin and
Paula Taylor

Landmark Dental Arts

Laticrete International Inc.

John and Anne Lee

Lusardi Construction
Company

Armando and Margaret
Martinez

MaxLite

MCAS Miramar Chapel

Winona McNitt

Mission Hills Nursery

Momentum Christian Church

Montbleau & Associates, Inc.

Moore Dry Dock Foundation

J.D. Morris

Monica Nash

O'Hagin

Pacific Coast Glazing, Inc.

Palomar Unitarian
Universalist Fellowship

Sukumar Pattnaik

Lori and Tim Pfeiler

a giving community



Thank you to the

1,878 donors

who gave

gifts totalling

an impressive

\$1,875,540!



174 donors gave \$1,000+



60 donors gave \$500-999



102 donors gave \$250-499



446 donors gave \$100-249



1094 donors gave \$1-99

GOVERNMENT PARTNERS:

U.S. Department of Housing and
Urban Development

- HOME Investment Partnership Program

State of California Department of Housing and
Community Development

- CalHOME Program

City of National City

City of El Cajon

City of Escondido

City of Imperial Beach



Sharon and Dean Popp

Paula and Jeffrey Rimmel

Sagient Research Systems

San Dieguito United
Methodist Church

Marc and Ellen Scher

Tom and Kim Schoettle

SEACOMP

Richard Sheridan

Gene Storer

Taylor Trim & Supply, Inc.

Robert W. Tirsbier

Margaret and Mark Umphres

Jason Vondrak

Raymond Waite

Carolyn and Kent Walker

Waste Management

Robin Weaver

Graydon & Dorothy Wetzler

Whirlpool

Mr. and Mrs. Sam Williams

Kennedy Wilson

Window Depot

Yale

THANK YOU, VOLUNTEERS

Volunteers are the backbone of the Habitat for Humanity mission.



100+ Hours

Keith Adams

Richard Beebe

Keith Benham

Aris Berard

Walt Birchall

Michelle Blackman

Richard Blackman

Pamela Brondstetter

Reese Buckingham

Ken Dalpe

Dale Dille

James Durward

Dan Dusek

John Dwyer

Lillis Emperador

Richard Ernaud

Bruce Esmond

Crystal Evans

Ronald Falldorf

Mark Gabler

Mike Gehl

Armando Gonzalez

Rick Gordon

Arnold Greenberg

Jeffrey Gugala

Natahlie Halcrow

Matt Hallett

Mark Hanson

George Haughton

Sherri Hayne

Harry Heeder

Laura Hendrickson

David Hewitt



Ralph Jones
Koji Kasuyama

Keith Kelly

Len Kube

Tom Lazet

Jorge Leon

Allan Lohaus

Ken McIntyre

Marleen Milligan

Josh Mynear

Pat Parsons

Terry Parsons

Tony Prizio

Marc Rasmussen

Paul Schaller

Steve Sebastian

Larry Sherrill

David Slaunwhite

Clinton Smith

Richard Smith

Melissa Star

Keith Sternal

Duane Stevens

Terry Stisser

Bruce Swanson

Tracy Tempest

Jon Von Blum

Mary Walden

Roger Wherry

Tom Wherry

Craig White

Kami Wilde

William Yaussy

John Zawis

In FY15, we welcomed 8,229
volunteers to construction sites,
the ReStore, the administrative office,
and special events.

Thank you to all of our
wonderful volunteers
who helped make this
year a success!





Making An **Impact**

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San Diego, CA 92108
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sdhfh.org