



FY2014

ANNUAL REPORT



Building homes, communities and hope since 1988

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*Seeking to put God's love into action,
San Diego Habitat for Humanity brings people
together to build homes, communities and hope.*

F from the President/CEO

Dear Habitat Supporters,

Every day at San Diego Habitat for Humanity, I am privileged to witness the power of hope. I see volunteers with smiles from ear to ear as they build side-by-side with a father whose family will be forever changed through the purchase of their Habitat home. I see powerful executives cry tears of joy at the dedication of a new home that their team helped build. I see neighbors turning out to welcome new friends.

I learned as a Mayor that the way families change their lives is when they have a home they can call their own. This past year I have seen that happen many times. I have walked with families into their new homes and shared with them that very moment when they realize that it is really, truly theirs. It is a very quiet, magical moment of hope becoming reality.

Thanks to you, last year we were able to make the dream of homeownership come true for five families. We also rehabbed two homes that were sold to low-income homebuyers, served 25 veterans with critical home repair, touched 50 homes with our Neighborhood Revitalization efforts, and opened a new ReStore in North County.

It's amazing to see what we can accomplish when we come together. Looking ahead, we will continue to stay true to our roots, providing hope in a world that needs it more than ever. We will work tirelessly toward not only building houses, but building community, one family to another. Thank you for your continued generous support as we move forward building homes, communities, and hope throughout San Diego County.

In partnership,



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"

PROGRAMS OVERVIEW



homeownership • • • • •

The Habitat for Humanity program creates homes for ownership by low-income families in need in San Diego County. Habitat homes are sold to Partner Families at an affordable price.

FAMILIES QUALIFY FOR OUR PROGRAM BY:

- 1** SHOWING A DEMONSTRATED NEED FOR IMPROVED HOUSING
- 2** HAVING A WILLINGNESS TO PARTNER WITH HABITAT
- 3** HAVING THE ABILITY TO PAY AN AFFORDABLE MONTHLY MORTGAGE



serving those who have served us • • •

San Diego County is home to the largest numbers of veterans returning from wartime duty. San Diego Habitat for Humanity operates two programs to aid these heroes.

Building for the Brave homes are outfitted with state of the art finishings adapted to the special needs of disabled veterans.

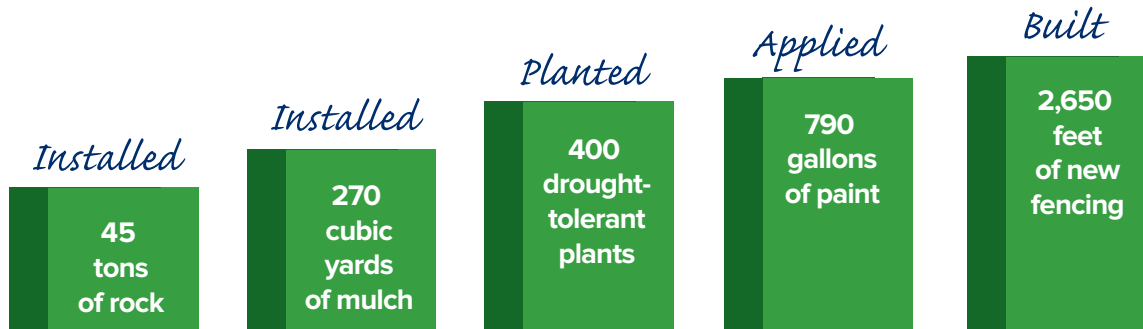
The **Repair Corps** program provides critical home repair to veterans and their families.

IN FY14, SDHFH AND ITS PARTNERS:

- ✓ Replaced the HVAC system just in time for a newborn with medical needs to come home.
- ✓ Installed a walk in tub for a severely disabled veteran that helped his sole caregiver, his wife, give him baths.
- ✓ After putting in \$15,000 in critical repairs on a home where children were suffering from asthma, SDHFH construction staff taught the family how to repair and replace the rest of their home.
- ✓ Made critical electrical, plumbing and other needed safety repairs in the home of a veteran and her five adopted special needs children.

neighborhood revitalization • • • • •

Neighborhood Revitalization (NR) is a holistic approach that expands Habitat's traditional partnership with new homeowners and volunteers to include neighbors and local organizations for a far greater impact. SDHFH Neighborhood Revitalization efforts focus on communities surrounding its new construction sites and include services that allow Habitat to serve more families. An array of housing solutions is offered, such as new construction, home repairs, weatherization, neighborhood facility upgrades, and family services.



rehab • • • • •

San Diego Habitat for Humanity's **Rehabilitation Program**, takes existing rundown or abandoned homes and rehabs them for purchase by low-income families. Homes remain simple and decent, and may receive repairs and upgrades to walls, flooring, kitchens, bathrooms, electrical, plumbing, windows and doors and landscaping.



PARTNERSHIP SPOTLIGHT

City of National City . . .



San Diego Habitat for Humanity is fortunate to have a successful partnership with the **City of National City** that will ultimately create seven (7) new opportunities for affordable homeownership for hardworking families in need. The City of National City invested \$650,000 to rehabilitate vacant single-family houses; Habitat volunteers turn them into quality homes for purchase by families earning 80% or less of the Area Median Income (AMI), or about \$63,100 for a family of four.

Before



After



After



PARTNERSHIP SPOTLIGHT

Sempra Energy



Sempra Energy®

Sempra Energy, a Fortune 500 company headquartered in San Diego, and the parent company of **San Diego Gas & Electric (SDG&E)** kicked off a partnership with SDHfH in FY14 that embraces revitalization of an Escondido neighborhood. One of the homes at Habitat's Elm Street community is sponsored by Sempra Energy and will be offered as an affordable homeownership opportunity for a wounded veteran and his/her family. Sempra Energy executives, including Chairman and CEO Debra Reed, donated their talents during several build days, including during the Home Builders Blitz in June, to build the home.



"This is Sempra Energy's first project with Habitat for Humanity and we are all very enthusiastic about the opportunity to build a home for a wounded veteran and to help revitalize the local community," said Debra Reed, chairman and CEO for Sempra Energy. "Our company's energy infrastructure and efficiency program expertise make us a perfect fit for such a great program."

This community revitalization effort that included renewal and repair of homes and a neighborhood park involved over 500 Sempra Energy employee volunteers. Activities included building and painting fences; landscaping yards; planting trees and foliage; removing debris, and offering energy efficiency upgrades to approximately 35 homes.

Sempra Energy donated \$220,000 to subsidize the home construction and community revitalization effort.



BY THE NUMBERS

FY14

5 Number of homes built	215 Number of people served
2 Number of homes rehabbed	6,500 Number of volunteers
50 Number of homes touched by neighborhood revitalization efforts	24 Number of Repair Corps Homes Repaired

Amount tithed to Habitat for Humanity's International Homebuilding Efforts in Lesotho and Romania	\$35,000
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Net profits generated by the ReStore, supporting Habitat's mission in San Diego County	\$1,090,008
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Number of families served in Romania & Lesotho through SDHFH's \$35,000 tithe to Habitat for Humanity International in FY14	7.8
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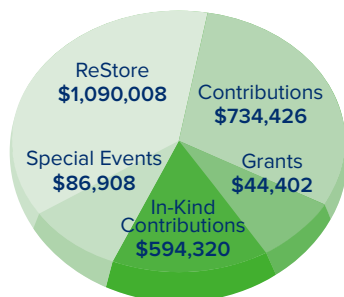
FY14 Financials

TOTAL SUPPORT
& REVENUE
\$5,215,644

NET ASSETS -
BEGINNING OF YEAR
\$8,039,317

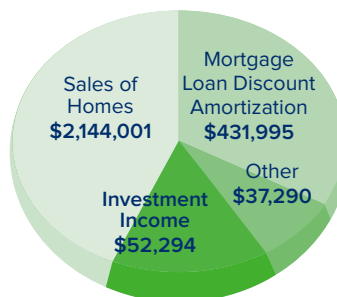
NET ASSETS -
END OF YEAR
\$8,165,966

TOTAL SUPPORT



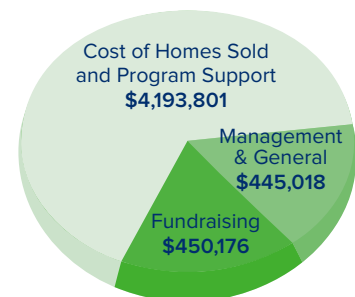
TOTAL SUPPORT
\$2,550,064

REVENUE



TOTAL REVENUE
\$2,665,580

EXPENSES



TOTAL EXPENSES
\$5,088,995

To see complete audited financial statements & FY14 990, please visit www.sdhfh.org/AboutUs/FinancialStatements

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*Thanks for
all you do!*



**During the course of FY14, these volunteers have
each donated over 100+ hours to SDHFH!**





Now Serving North County

The ReStore supports Habitat's mission through the sale of donated building materials and household items, enabling SDHFH to increase the number of homes constructed each year, reduce the amount of usable items that are deposited into local landfills, and provide building materials and household items to the general public at affordable prices.

The original ReStore, located in Mission Valley, has grossed over \$11 million since its opening in Lemon Grove in 1998. On February 1, 2014, the new ReStore, located at 837 Metcalf Street in Escondido, opened its doors to the public. This newest location includes all of the features you have come to know and love at our Mission Valley location – great discounts on quality products, exemplary service, and a convenient way to support local families.

"I am a personal fan of the Habitat for Humanity ReStore," says Rorie Johnston, President and CEO of the Escondido Chamber of Commerce. "It is the first place I shop for all my home projects. It is exciting to see the number of items donated, knowing that the proceeds go to a good cause and that treasures are being recycled. With the success of the Mission Valley store, there is no doubt that the Escondido store will have the same success."

Both ReStores are open Tuesday through Sunday, 9am - 6pm.

Donations of quality items are welcome – please call

619-516-5268 to schedule a pickup

or visit **www.sdhfh.org**.

FAMILY SPOTLIGHT

Before discovering Habitat for Humanity, the Casas Family of five was sharing a two-bedroom apartment in a crime-ridden neighborhood. Jose and his wife, Maria, shared a bedroom with their daughters, Melanie, age 10, and Natalie, age 13. Their son, Alejandro, age 20, was in the other bedroom. They endured theft and vandalism. Last winter, their hot water stopped working. For two weeks, the family waited for the landlord to make repairs.



Jose is a baker and Maria is a playground attendant at a local elementary school. Although they put in many hours of hard work each week toward trying to build a better future for their family, their low-wage jobs made owning their own home seem impossible. Until they found Habitat for Humanity.

Hope was reignited within Jose and Maria - the hope they had for their future 21 years ago when they first moved into the apartment they never thought they would be raising their children in.

The Casas became a Habitat Partner Family in 2014 and are thriving in their new home.



EVENT HIGHLIGHTS

habitat off Broadway

In the heart of downtown at Horton Square, Habitat for Humanity built the bones of one of the homes in its Elm Street community in Escondido. The home was framed, then broken down into manageable pieces and delivered to its final site.

Unless you are already a Habitat volunteer, you might not get an opportunity to see our life-changing programs in action. By bringing a build site to the people of downtown, we have an opportunity to share the mission of Habitat, and to honor our wonderful sponsors and volunteers.



home builders blitz

The **Home Builders Blitz** is a partnership between **Habitat for Humanity** and the local building community that strives to ensure more families have an opportunity to own simple, decent, affordable and safe homes.

In June, 2014, San Diego Habitat for Humanity partnered with **Shea Homes**, **Emmerson Construction**, and **Sempre Energy** to build three homes in Escondido. Two homes were sponsored by homebuilders who leveraged their relationships in the building industry to secure donations of materials and skilled labor. Sempre Energy built the home they sponsored by securing material donations and utilizing the skilled labor provided by employees among the ranks of the organization. All three homes were built at zero cost to Habitat.



WOMEN BUILD



Women Build encourages women to make a difference by building homes and communities. The programs purpose is to empower women volunteers in an industry that is traditionally male-dominated.

SDHFH has participated in Women Build for the past six years, and it has become our signature fundraising event. Ladies commit to giving or raising \$150 or more, and they are treated to a day filled with a lot of construction...and a little pampering. Chair massages, chocolate covered strawberries, pink tools and friendship make Women Build a unique event that is not to be missed! In 2014, 250 ladies participated and raised \$63,000 in support of the Habitat homebuilding mission!





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