



2018 Fiscal Year Annual Report

BUILDING STRENGTH, STABILITY & SELF-RELIANCE ONE FAMILY AT A TIME



3101 Latham Drive | Madison, WI 53713 | 608.255.1549 | habitatdane.org

BUILDING A STRONGER DANE COUNTY



Over the last 31 years, Habitat for Humanity of Dane County has had so many successes. We've given house keys – and mortgages – to 275 families and repaired dozens of homes for existing homeowners through the Habitat Home Repair program.

We've built entire neighborhoods such as Twin Oaks on Madison's far east side – which includes 50 Habitat homes for families; The Uplands in Sun Prairie with 29 Habitat homes; and Renaissance on the Park in Fitchburg which already has 19 Habitat homes and 15 more are in the works for families with which we are partnering. We've also transformed entire neighborhoods like the former Eric Circle in the Town of Madison, which is called Harmony Park today and home to 30 families in their own condominiums.

These projects were not easy. The truth is, being able to complete big projects requires a lot of funding. That's the reason we initially started Habitat ReStore 17 years ago – to raise funds for our homebuilding program with the added benefits of helping the environment and providing affordable building materials to the community. I'm proud to say, the ReStores have been a HUGE success for us! During our 2018 fiscal year our two ReStores raised more than \$379,000 for our mission.

We are continually looking for new sources of funding. This led us to become the first Habitat for Humanity in the nation to be a federally designated Community Development Financial Institution. For those of you not familiar, Community Development Financial Institutions ---- CDFIs --- fund economic growth and opportunity in distressed communities. By investing federal dollars alongside private sector capital, the CDFI Fund serves mission-driven financial institutions (which Habitat Dane County is considered) and injects new sources of capital into neighborhoods that lack access to affordable financing. Being the first Habitat in the nation to take this initiative is something we're very proud of.

Another program we're proud of is the Habitat Home Repair program. In the last couple years, we've not only built and rehabbed homes for new homeowners; but helped keep existing homeowners in their homes longer. For example, in August we helped Jean, an elderly homeowner who has lived in her home on Madison's east side for almost 70 years. At 92, she is healthy (although on oxygen), lives by herself and gets checked in on regularly by her niece.

Jean's home and garage needed painting and maintenance. The last time she painted her two-story home, she did it herself. This time she was unable to and didn't have the financial resources to hire a painting company.

Through the Habitat Home Repair program, volunteers from our local Navy recruiting station painted Jean's home for her and were proud to give back. This was an especially sweet volunteer match as Jean's late husband also served in the Navy. During the project Jean kept busy sharing stories, connecting with the volunteers and baking treats for them. What a great example of bringing the community together to offer a hand up, not a hand out!



Habitat Home Repair was designed to preserve homes and revitalize neighborhoods by providing a low-cost solution to assist struggling homeowners with home improvements. We're proud to put in wheelchair ramps and fix critical issues for groups we're so committed to serving -- low-income families, single parents, elderly homeowners, veterans, people with disabilities, and even those facing city code violations or insurance policy cancellations who are struggling to keep their homes on a tight budget.

Habitat is committed to helping as many Dane County families as possible stay in their current homes by using the same Habitat volunteers who build homes, to repair them as well. Studies show once homes are better maintained, others in the neighborhood tend to follow suit. Increased community involvement, higher voting rates, and even lower crime rates often follow such initiatives.

Whether it's new construction or home repair, thank you for building the strength and stability Dane County families need to stand on their own. We are so grateful for your support!

Warmest regards,



Valerie Renk
CEO
Habitat for Humanity
of Dane County



Jason Kadow
Board Chair
Habitat for Humanity
of Dane County

GIVING A HAND UP, NOT A HANDOUT

For more than 30 years, we've helped families improve their housing situations and have seen firsthand how decent housing is critical to families and to communities.



Meet Julian & Sony, Habitat Homeowners

My husband and I have been together for more than 30 years. One day, my brother brought Jay home after school. Our eyes locked and that was it! I knew he was my one and only. My husband is Julian, who likes to be called "Jay."

Jay is the last of his kind. Jay works hard and puts in 110% into anything he does. In his free time, he wakes up the children early in the morning to take them out for a walk, run or bike ride. Jay also loves spending time with his family going camping, fishing, hunting, canoeing, etc.

I am Sony, Jay's wife. I've worked as a Phlebotomist at University of Wisconsin Hospital for the last 10 years. I love spending time with our family.

Our oldest daughter Samantha likes to be called, "Samy." She's 15 years old. Samy is into reading historical fiction. The latest book she's reading is, "Salt to the Sea." She also reads DC comics, likes drawing and watching hockey games.

Devilen is our middle child. He's 13 years old. Devilen likes hanging out with his friends, going to the movies and riding his bike. He enjoys making food. Devilen loves spending time with Jay and going deer hunting.

Our youngest daughter is Jaynessa. She's 10 years old. Jaynessa loves gymnastics. She reads lots of chapter books and makes lots of arts and crafts and hangs them up all over the place for decoration. She also plays outside with friends and loves telling her own original made up jokes.

My husband and I never thought we could purchase a house. The plan was to guide our children to adulthood with a good head on their shoulders and make smart decisions; graduate high school; and go off to college. We hoped they would be happy and become successful in life. After our children left the house, my husband and I dreamed of riding a motorcycle across the beautiful United States and eventually settling up north.

In September of 2016, my family's life turned upside down. First responders said Jay avoided something on the road and crashed into a metal guard rail while on his motorcycle. A truck driver found him unconscious, then immediately dialed "911." My husband was airlifted by Med Flight helicopter to UW Hospital with life threatening injuries.

Suddenly, our future changed. Looking for a handicap-accessible home was difficult. One day, while the children and I were visiting Jay at Clearview Rehabilitation, we received the most amazing news that we were accepted for the Habitat for Humanity program! We were so excited with the news, we screamed and jumped up and down with joy. Jay laughed and smiled from cheek to cheek for the first time since the accident.

Thank you!

Sony (now living in a handicap-accessible Habitat home in Sun Prairie)



BREAKING NEW GROUND IN TENNYSON RIDGE

Habitat broke ground on a new 12-house neighborhood, Tennyson Ridge, on Madison's north side.

The homes will be located on Tennyson and Eliot Lanes, adjacent to Lake View Elementary School. This affordable housing neighborhood is made possible by a \$250,000 gift from Old National Bank, which has 14 locations throughout Dane County.

"Old National is so pleased to support the tremendous work Habitat is doing to bring long-term housing solutions to our neighbors. Growing the stock of quality, affordable housing is a top priority because of the impact it has on hard-working families, bringing new life to neighborhoods, and supporting a

strong and stable workforce for our growing community," said Kevin Anderson, Old National Wisconsin Region CEO.

Tennyson Ridge will be Habitat's sixth planned community, standing alongside Twin Oaks on Madison's south east side near McFarland; Harmony Park in Madison's south side; The Uplands in Sun Prairie; Northport Commons on Madison's north side; and Renaissance on the Park in Fitchburg.

Habitat originally purchased 14 lots but sold two lots at cost to the Groundswell Conservancy to expand Lake View Elementary School's outdoor classroom. This partnership will allow students to explore the outdoors and learn about nature in ways they otherwise couldn't.



Habitat
for Humanity®
of Dane County

ON A MISSION TO ADVANCE OUR MISSION

Year in Review | July 1, 2017–June 30, 2018

Since 1987 Habitat has built **275 HOMES IN DANE COUNTY**

Our work is possible because of **1,717 DONORS AND 1,691 VOLUNTEERS**

DURING THIS FISCAL YEAR WE HAVE...

Partnered with
14 FAMILIES
to create long-term
housing solutions

Moved
35 CHILDREN
into a safe and
affordable
Habitat home

**STRENGTHEN
NEIGHBORHOODS**
in Madison,
Fitchburg, and
Sun Prairie

Matched
19 FAMILIES
with a financial coach
through our Financial
Capability Training
Course

Met with
362 FAMILIES
at a Habitat
informational meeting
on becoming a
homeowner

Raised over
\$145,675
at the Home At Last
breakfast

Serviced
195
low- to no- interest
mortgages
for Habitat
families

Earned
Charity Navigator's
4-STAR
rating for the 7th year
in a row—Only 5%
of charities have
done this!

Brought in
\$36,257
at the KMA Bodilly
Cares Golf
Tournament

Served 200 gal.
of soup and raised
more than
\$28,000
during the UW Habitat
Campus Chapter
Souper Bowl

BY THE NUMBERS

304
individuals and
companies donated to
Habitat consecutively
for the last 5 or
more years

\$165,821
was the average
home price a Habitat
homeowner paid

Volunteers spent
27,126 HOURS
on build sites &
9,103 non-construction
volunteer hours

More than
\$737,000
was paid in property
taxes by Habitat
homeowners

60 Habitat
volunteers raised
\$80,000
for a volunteer-
sponsored home

CURRENTLY HABITAT IS...

Building **14** new homes | Rehabbing **4** homes | Ready to go with **24** buildable lots

HABITAT RESTORE ROUND-UP...

In 17 years of
business, the
ReStore has
generated
\$4.9 MILLION
in net profits
towards our
mission

Generated
\$1.68 MILLION
providing more
than \$379,000 in
net profits this
fiscal year

Completed
72,000+
purchase
transactions

The ReStore
truck picked up
donations from
1,754
households in
Dane County

Mobilized
246 ReStore
volunteers,
completing
27,522
volunteer hours

Since 2002,
we've saved
9,870 TONS
from Dane Co.
landfills—That's
197 dump
trucks worth!

Since 2002,
we've funded
**55
HABITAT
HOMES**
for families in
Dane County

EVERY HAND MAKES DANE COUNTY STRONGER

Every dollar and every volunteer hour goes directly towards delivering programs and services that make a difference right here in our community.

HABITAT HOMEBUILDING

Habitat builds and rehabilitates safe and affordable homes with volunteer labor and donations of money and materials. Habitat sells the homes to partner families at market value, and homes are financed with affordable, low or no-interest loans. Homeowners are required to put in 375 hours (or 325 hours for a single-adult family) in sweat equity. Sweat equity involves a variety of activities, including building homes on the construction site, attending Habitat educational classes, working at Habitat ReStore, baking snacks for volunteers, and office work.

HABITAT HOME REPAIR

Through volunteer labor, Habitat is preserving home interiors and exteriors and revitalizing neighborhoods one house at a time. The Habitat Home Repair program offers low-cost home repairs and renovations to income-qualified homeowners throughout Dane County.

REVENUE

	2017-18	2016-17
Homebuilding & Mortgages	4,092,181	3,737,214
Habitat ReStore	1,688,642	1,658,311
Fundraising & Misc.	1,329,584	1,107,554
Total Revenues	7,110,407	6,503,079

EXPENSES

	2017-18	2016-17
Homebuilding & Mortgages	4,630,279	4,751,806
Habitat ReStore	1,309,298	1,207,809
Management & General	241,254	221,938
Fundraising	476,542	493,351
Total Expenses	6,657,373	6,674,904
NET	453,034	(171,825)

A full copy of the independent audit performed by SVA Certified Public Accountants, S.C. is available at habitatdane.org/annual-reports or by calling 608.255.1549.



A NEW HOME FOR HABITAT

Last Spring, Habitat increased its efficiencies by relocating the office. Prior to moving, the Habitat staff was separated in three different condominiums on three floors, making collaboration challenging. We now have a traditional office where our staff can work closely together and are in constant communication. Habitat families and those attending committee and board meetings have told us they appreciate that we now have a parking lot.

We transformed our former office into a four-bedroom condo for a Habitat family of six.

If you'd like to see our new space, please join us at an upcoming Habitat Lunch & Learn. Sign up at habitatdane.org/lunch.

OUR PARTNERS LEADING THE MISSION

Our sincere appreciation to each and every Habitat supporter. With your continued support, together we're able to build strength, stability and self-reliance through shelter in Dane County. We truly appreciate your support in creating a world where everyone has a decent place to live! Visit habitatdane.org/partners for information on partnering with Habitat.



SPECIAL THANKS TO THESE ADDITIONAL SPONSORS

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