



Habitat
for Humanity®
of New Castle County

2010-2011 Annual Report

A Letter from Kevin L. Smith, Executive Director

August, 2011

Dear friends,



Welcome to the 2010-2011 Habitat for Humanity of New Castle County Annual Report. This report will provide you, the reader with our audited financial data for the 2010-2011 fiscal year.

This year, HFHNCC staff, volunteers and prospective homeowners celebrated the start to our 25th Anniversary year by working, promoting and living out our daily mission of building and selling affordable housing at no-profit through a combination of volunteer labor, 'sweat-equity' and no-interest mortgages. At fiscal year close, HFHNCC dedicated homes to 17 working families, helping them realize a part of their

American dream and by showing others that simple affordable housing is not just a dream in New Castle County, but a reality.

Hundreds of groups, businesses, schools and other groups partnered with us, either through financial support, volunteering on work sites, shopping or donating to the ReStore or attending one of our many events. We saw our signature fundraising event, Bike to Build continue to grow by attracting more riders, more sponsors and developing a street-fair feel for the post-ride event. We hosted large groups from Comcast Cares Day, ING DIRECT Orange Days of Giving and AmeriCorps Build-a-Thon.

We enjoyed a productive and fruitful partnership with New Castle County through the Neighborhood Stabilization Program, by purchasing vacant homes in New Castle County, rehabilitating them and selling them to our partner families. These homes were located throughout the area and included 203 Skelton Avenue, 35 Oakmont and 21 Winburne, which was our largest house to date. We look forward to continuing the partnership in 2011-2012.

In 2011-2012, our focus will continue to strive to develop and empower individuals and communities not just through the construction of simple, decent homes, but through revitalizing entire neighborhoods, through our Neighborhood Revitalization Initiative. One needs to look no further than Habitat's own backyard in the Prices Run section of Wilmington. Over the next two years, HFHNCC will construct 21 new homes on 97 Vandever Avenue called Mill Stone. Habitat is rehabilitating eight more homes on 22nd and Lamotte and A Brush With Kindness will provide façade, roof and other external repairs free, and roof replacement with 0% loan. This initiative will allow us to serve more homeowners throughout New Castle County.



This truly is a wonderful time to become involved with Habitat, whether it's through financial support, volunteering your time or talents with us, or shopping at the ReStore, you are always welcome.

With blessings,

Kevin L. Smith

A Look Back at 2010-2011



In early June 2010, Habitat hosted their 3rd Annual Bike to Build ride, honoring Rev. Chad and Chris Miller. Nearly 200 cyclists participated in the 15, 25 or 50 rides raising over \$160,000. Shortly after the completion of B2B, we welcomed to our affiliate a new group of Lutheran Volunteer Corps members. Chris Simon (ReStore), Kelly France (Site Assistant), Megan Lease (office) and Brian Casey (Site Assistant) worked tirelessly on behalf of our mission and we thank them for their service.

Habitat also partnered with Annabelle Kressman to kick-off "Art for Homes". The program started to bring together families who were downsizing

their personal art collection, and in turn, donated their prior owned artwork to Habitat partner families. The program continues to collect artwork from donors.

Late summer, was a busy as we has they broke ground on Terrace Green, a six-home complex located in the Southbridge Section of Wilmington. The groundbreaking was held on July 16 at the A & Townsend job site. Just a few weeks later, Habitat dedicated Grace Point on August 8 in Middletown, all the while, construction continued on Phillips Park II, two Simonds Gardens homes, as well as two Neighborhood Stabilization Program homes on Oakmont and Skelton.

In October, Habitat along with New Castle County, celebrated World Habitat Day, a day started by the United Nations in 1985. The day was celebrated at the soon-to-be home of Falasade Speight at 203 Skelton Avenue with representatives from New Castle County, Housing and Urban Development and the State of Delaware.

In November, Habitat welcomed two new families when Phillips Park II was dedicated on November 11. The two townhouses are now homes to Kenyal Clayton and Zakeea Green. Also in November, Habitat hosted their second Art at the Atrium event, which attracted over 100 artists from the Tri-State area. Hosted at the Atrium at the Brandywine Town Center by Larry Anderson, local artists donated a portion of their proceeds to Habitat for Humanity.

By the end of the 2010, construction for Terrace Green was in full swing and Habitat hosted an unveiling ceremony to mark the location of where Mill Stone (97 Vandever Ave) will stand. The new year also welcomed a new member to the Habitat ReStore family: a 20' long box truck. This much needed tool has been in frequent use since the day Joe Robertson, ReStore manager, drove it off the lot. The addition of the truck has increased the ability to make pickups ten-fold, even making appearances at the Annual Dinner and the 2011 Wilmington St. Patrick's Day Parade.

Habitat started off 2011 on a great note by dedicating the home of 203 Skelton Avenue, the first completed project of the partnership between New Castle County and Habitat. In March, Habitat dedicated their second NSP home, this one located at 35 Oakmont Drive, which is now home to LaTyra Jones and family. Construction also began on Webster Village C, a two home complex located on 1138 E. 15th Street, Wilmington.

A Look Back, cont.

Early spring always brings a flurry of activity to the Habitat community, and 2011 was no exception. March and April held The Annual Dinner, Red, White and Brew, Women Build, and extensive planning for Bike to Build. The 25th Anniversary Annual Dinner boasted a change of venue, this year being held at the Chase Center on the Riverfront. Highlights included video recorded greetings from Habitat International CEO Jonathan Reckford and Vice President of the United States, Joe

Biden. Red, White and Brew moved their venue too, this time to the Carriage House at Rockwood Museum. The event attracted over 200 guests and raised over \$40,000 since it began six years ago. Women Build, presented by Lowe's, was again a success, attracting over 10 women's groups and over 75 women volunteers, from around New Castle County. April wrapped up with Habitat being honored by the Environmental Protection Agency for a regional award in stewardship with brownfields. Members of Habitat and DNREC traveled to Philadelphia to receive the award.

In May, Habitat welcomed more than 50 volunteers from around the country for the AmeriCorps Build-a-Thon. Our

Wilmington location was selected as one of a handful of sites around the country to host. Over the span of the week, Habitat hosted a number of special events for the AmeriCorps members including a Wilmington Blue Rocks game as well as celebrity builders like members of the Philadelphia Eagles and Lt. Governor Matt Denn.

Late May to early June was extremely busy for Habitat. On top of working with eight new rehab properties in Wilmington, starting construction on Mill Stone and working on NSP home #3, Habitat received word that they would be the recipient of materials from the never-opened Radisson Hotel. Habitat volunteers removed granite counter tops, cabinets, sinks, faucets, light fixtures, hair dryers, mirrors and more. Joe Robertson, ReStore manager estimated the re-sale value of the materials were in excess of \$50,000.



The end of May and early June brought with it six additional home dedication ceremonies with the completion of Terrace Green as well as a mortgage burning ceremony. The A & Townsend properties were completed and dedicated on May 27.

All of the construction, fundraising events and other activities would not be possible without support and generosity from our sponsors including government, business and personal contributions. Thank you all for your support.

Financial Statement – Balance Sheet

BALANCE SHEET **(UNAUDITED)**

Fiscal Year End
June 30, 2011

Assets

Current Assets

Cash & Investments	\$3,838,106
Accounts Receivable	\$650,489
Construction in Process	\$4,222,897
Ornaments	\$11,898
ReStore Inventory	\$34,758
Total Current Assets	<u>\$8,758,148</u>

Non-Current Assets

Land & Buildings	\$584,198
Building Improvements	\$64,743
Equipment, Cars & Trucks	\$46,845
Total Non-Current Assets	<u>\$695,786</u>

Other Assets

Mortgages Receivable	\$1,219,868
HFHI-SA Leverage III, LLC	\$2,264,791
Capitalized Expenses	\$199,006
Total Other Assets	<u>\$3,683,664</u>

Total Assets

\$13,137,599

Liabilities & Equity

Liabilities

Accounts Payable	\$233,971
Notes Payable and Deferred Revenue	\$2,949,813
Total Current Liabilities	<u>\$3,183,784</u>

Equity

Retained Earnings	\$9,672,445
Restricted Contributions	\$281,370
Total Equity	<u>\$9,953,815</u>

Total Liabilities & Equity

\$13,137,599

Financial Statements – Income Statements

INCOME STATEMENT

Fiscal Year End
June 30, 2011

(UNAUDITED)

Income

Donation Income	2,102,845
Sales to Homeowners	1,328,651
Sales Net Income - Merchandise	2,021
Sales Net Income - ReStore	99,056
Other Program Income	315,860
Other Non-Program Income	150,255
Total Income	<u>3,998,689</u>

Expense

Program Services	1,553,105
Management & General	221,161
Fundraising	126,768
Total Expense	<u>1,901,033</u>

Net Income

2,097,656

2010-2011 Contributors

This list includes Habitat for Humanity of New Castle County donors of \$1,000 or greater for the fiscal year of 2010-2011, listed in alphabetical order. Thank you all for your support.

Advanced Material Technology
Anthony & Catherine Fusco Charitable Foundation
Artisans' Bank
AstraZeneca LP
Manyim Auyeung
Bank of America
Bank of New York Delaware
Sheila Barr
Bath/Kitchen & Tile Supply Co.
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Concordia Lutheran Church
Connection Community Church
Delaware Brick Company
Delmarva Power
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Diamond State CLT, Inc.
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Eastern States Development
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First Bank of Delaware
First Presbyterian Church of Newark
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Gannett Foundation
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Good Samaritan

Grace United Methodist Church
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Mason Building Group, L.P.
Mary Miller
Ruth Miller
John B. Morton
Nason Construction, Inc.
Nemours Foundation
Neumann College
New Castle County
New Castle County Chamber Of Commerce
Nuclear Electric Insurance Ltd.

Mr. & Mrs. Robert Pasteris
Stephen Peibly
Pepper Hamilton
Robert F. Pinchot
Providence College
Mr. & Mrs. Michael S. Purzycki
Brian C. Reilly
Sara Renzulli
Robert Rhile
Charles Robertson
Breck Robinson
Douglas Roof
Edward Rubin
Howard Rudge
Rumson-Fairhaven High School
Saint Mary's Parish
Harold Schneikert
Greg Schuler
Pamela Scott
Prakash Seshadri
Brent Shaffer
Carole C. Shew
Kevin L. & Diane Smith
St. Anne's Episcopal Church
St. Pauls United Methodist Church
State Of Delaware
Synchrogenix
The Christmas Shop Foundation
The Gilliam Foundation
The Lenfest Foundations
Audrey G. Thompson
Trinity Presbyterian Church
Mary Ann Tuschak
Unity Construction, Inc.
University of Rochester
W. L. Gore & Associates, Inc.
Walmart
Westminster Presbyterian Church
Dorothy G. Whitmore
Wilmington Trust
Woloshin, Lynch, Natalie & Gagne
Women & The Law

Future Site Development/New Construction

Sankofa Place
512 S. Claymont St.
(4 homes)

Hope Run
925 N Church St.
(4 homes)

Cooper Run
Carter St.
(7 homes)

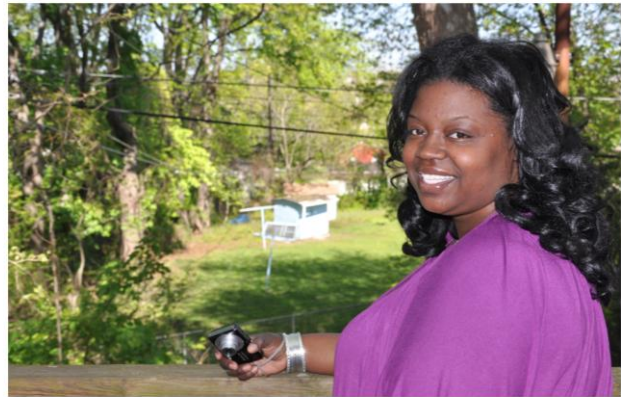
113-115 East Lake St.
(4 homes)

205 East Lake St.
(4 homes)

37 E. 22 St.
(2 homes)

306 Elizabeth St.
(2 homes)

5th and DuPont Street
(Pavilion)
(7 homes)



About Us

Officers

- President, Pam Scott
- Vice-President, Cathy MacFarlane, ING DIRECT
- Treasurer, Alex Wise
- Secretary, Joan Goloskov, Coldwell Banker Preferred

Members

- Carlo Batts, Wilmington Trust
- George Beer, Delaware Valley Devel.
- Clint Cuny, Techno Brain
- Les Fraley, JP Morgan Chase
- Bob Hopkins, Jos. T. Hardy & Sons
- U’Gundi Jacobs, Before & After Enter.
- Cathy Julian, Community Volunteer
- Jeff Kline, TaylorKline, Inc.
- Melody Lester, Stoneridge Investments
- Denise Morton, CITI Delaware
- Glenn Moore, Delmarva Power
- John Morton, Corporate Development Int’l
- Noreen Poole, Verizon
- Robert “Bo” Rice, Community Counseling Services
- Hal Schneikert, MML Investors Svcs.

Executive & Office Staff

- Kevin L. Smith, Executive Director
- Vickie Innes, Asst. Executive Director
- Mark Vible, Construction Manager
- Donna Fierro, Development Manager
- Beverly Ward, Director of Family Services
- Brian P. Cunningham, Director of Communications
- Tile McKenna, Office Manager
- Steve Hummel, Property Supervisor
- Marc Treanor, Senior Site Supervisor
- Josh Solge, Site Supervisor
- Chris Schei, Volunteer Coordinator
- Jen Larson, ABWK Supervisor
- Kelly France, Lutheran Volunteer Corps

Habitat ReStore

- Joe Robertson, ReStore Manager
- Paula Roddy, ReStore Associate

About Us, cont.



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