



Habitat
for Humanity[®]
of New Castle County

2011-2012
Annual Report

October, 2012

Dear Friends,

Thank you for your interest in Habitat for Humanity of New Castle County, and thank you for your interest in our 2011-12 Annual Report. This report will provide you, the reader with our audited financial data for the 2011-12 fiscal year.

The crux of our mission is empowerment. As we have said before, our organization offers a hands up, not hand out. We feel strongly the best way to assist low-income families dealing with issues of poverty and substandard housing is not to build a house for them, but to work side-by-side with them, and provide an opportunity for them to own their own home.

Our Neighborhood Revitalization Initiative is empowering neighborhoods RIGHT NOW. With our volunteers, community partners and sponsors, we are working to provide decent affordable housing, while taking blighted and abandoned properties out of the neighborhood, rehabilitating them, and offering them for sale to our partner families at 0% interest. We've built 28 brand new homes in the Prices Run neighborhood and currently have seven houses being rehabilitated as well as plans for seven new homes on Carter Street (Coopers Run) awaiting construction.

Now more than ever, low-income families are caught between a rock and a hard place. There are over 7,600 families in New Castle County that live in substandard housing and the number is growing. Families are forced to live in overcrowded conditions to make ends meet. Our unique program of sweat equity, 0% mortgages, financial and home maintenance counseling, and community involvement works to end the cycle of financial dependence on social programs and provides homeowners with an opportunity for affordable mortgage. Did you know our Habitat mortgage, in many cases, is half of what our partner families formerly paid in rent?

One funding sources we count on to continue construction is the ReStore. For the past four years, the ReStore had been located off of Route 13, in Cornell Business Commons. We are just days away from moving into a new store that will astound you. The relocated ReStore will enhance the sustainable funding stream that was in place with our former location and now the new location will allow Habitat to continue to expand on the work we are doing throughout New Castle County in helping low income families realize their home ownership dreams.

Habitat ReStore's motto is "Donate. Shop. Volunteer." This location will be the ideal place to fulfill this motto. The new outlet will provide merchandise that is new and gently used. Customers can find anything from appliances to furniture and books. The proceeds from all of the sales of this merchandise will go directly into funding for Habitat for Humanity New Castle County's affordable housing program.

Blessings,

Kevin L. Smith
Executive Director, Habitat for Humanity of New Castle County



Early spring began with a flurry of events, including home dedications, fundraisers and groundbreakings. In early April, Habitat hosted their Annual Dinner event to honor volunteer group of the year (Delaware Skills Center), homeowner volunteer of the year (Nyhema Thomas), volunteers of the year (Noreen Poole & Robert Young), ReStore volunteer (Beth Perugini), and Tom Bissot Award construction regular (Bob Foster).

Another new group under the HFHNCC umbrella beginning to blossom is the Habitat Young Professionals group. HYP hosted their second fundraising event, a kickoff to the Philadelphia Phillies season which featured a visit from Phillies pitcher Vance Worley.

April 20th was a momentous day for HFHNCC as a third of the largest construction project Habitat had undertaken was dedicated. Homeowners Gloria Jones, Tosh Spencer, Samantha Horan, Jackie Hamilton, Shani Pierce and Bibi and Ashton Richards were welcomed home to Phase 1 of Mill Stone by more than 100 sponsors, dignitaries, and elected officials.

Another dedication ceremony was right around the corner, when HFHNCC welcomed five new homeowners to 5th and DuPont Streets in Little Italy on June 15. LaTanya Harris, Reynisha Smallwood, Darin Thomas and family, Tiffany Mays and family, Keena Clayton, Philanese Ames and Robin Baker were homes 181-187 dedicated since 1986. This project was completed under unique circumstances after HFHNCC purchased lots and slabs from Cornerstone West to complete construction. The event hosted United States Senator Chris Coons and US Congressman John Carney.



Kelly France, assistant site supervisor, watches U.S. Olympic soccer team members Heather Mitts (left) and Carli Lloyd (right) help construct a Habitat for Humanity home in Wilmington. The duo head to London in a week to pursue a second gold medal. ROBERT CRAIG/THE NEWS JOURNAL

OLYMPIANS LEND HAND TO HABITAT

Medalists visit Wilmington ahead of London games

On June 23, HFHNCC welcomed over 250 runners and



walkers and over 75 cyclists for Habitat in Motion, a combined run, walk and bike event. The event, formerly Bike to Build, was renamed Habitat in Motion after adding the runners and walkers to the event. The event also changed locations, this time to the expansive Bellevue State Park. Runners were challenged to an all new 5k course which headed into the woods and throughout the picturesque state park. The success of the event was boosted by continued support from ING Direct, Delmarva Power, Bank of America, Westminster Presbyterian and more.

On July 3, HFHNCC hosted a unique photo opportunity on the site of Mill Stone II, when three Olympic gold medal winners visited the job site to lend a hand. Women's soccer players Carli Lloyd, Heather Mitts and retired softball star and Delawarean Dionna Harris joined Habitat volunteers to put up sheathing and install framing. Three weeks later, Mitts and Lloyd would go on to capture the gold again for the US.

On August 8th, HFHNCC dedicated the home of Celia and Joe Burton in the neighborhood of West Minquedale who then made settlement in late September.

On September 12th, Marcia Cole hosted her home dedication ceremony at 11th Street, in the Habitat neighborhood of Taylor Run. This dedication was a warm-up, for what would be the continuation of dedications of Mill



Stone. Friday, September 14 under a cloudless sky the future homes of Nathan and Zane Webb, Kelly Bland, Shanika Perry, Monique Jackson, Soreda Brown and Catherine Elliott. Key sponsors and elected officials were on hand to present keys and, as Habitat tradition,

an engraved Bible. Key presenters included Chip Rossi, Bank of America Delaware Market President, Collin O'Mara, Secretary of Natural Resources and Environmental Control at State of Delaware and Dave Sysko of the Laffey-McHugh Foundation.

One of the key goals for Habitat for Humanity of New Castle County is continued support of families after purchasing their home. HFHNCC and the family support committee hosted their first ever Habitat Family Alumni picnic on September 15. The event, held at Brandywine River park, provided an opportunity for families to get together to build community. Habitat then held a special Autumn event for Habitat homeowners in Middletown in October.

On Saturday, November 10 the Habitat ReStore will usher in a new era when they open their doors to their 30,000 square foot retail space, located in Prices Corner area of Wilmington.

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The new 30,000 square-foot ReStore location will provide customers with a more robust shopping experience with a greater inventory for them to choose from. The new location also means greater visibility, located right off the very busy Kirkwood Highway and directly behind McDonalds, adjacent to the Prices Corner Shopping Center.

Financial Statement - Balance Sheet

(Unaudited) Fiscal Year End June 30, 2012

Balance Sheet

ASSETS

Current Assets

Cash and Investments	\$1,233,178
Accounts Receivable	\$2,855,751
Construction in Process	\$5,529,444
Inventory Asset (Ornaments)	\$14,380
ReStore Inventory	\$33,015

Total Current Assets \$9,765,746

Non-Current Assets

Land and Buildings	\$588,832
Building Improvements	\$89,780
Equipment, Cars & Trucks	\$32,843

Total Non-Current Assets \$689,345

Other Assets

Mortgages Receivable	\$1,882,914
NMTC HFH-ISA Leverage III, LLC	\$2,337,038
Capitalized Expenses	\$172,647

Total Other Assets \$4,492,597

TOTAL ASSETS \$14,947,689

LIABILITIES & EQUITY

Liabilities

Accounts Payable	\$2,358,395
Notes Payable and Deferred Revenue	\$3,436,379

Total Liabilities \$5,794,761

Equity

Retained Earnings	8,839,959.44
Restricted Funds	\$212,938

Total Equity \$9,152,898

TOTAL LIABILITIES & EQUITY \$14,947,659

Financial Statement - Income Statement

(Unaudited) Fiscal Year End June 30, 2012

Income Statement

Income

Donation Income	\$1,874,041
Sale to Homeowners	\$2,038,995
Sales Net Income-Merchandise	\$1,276
ReStore Net Income	\$67,661
Other Program Income	\$219,110
Other Non-Program Income	\$43,260

Total Income \$4,244,342

Expense

Program Services	\$4,656,747
Management & General	\$307,636
Fundraising	\$138,016

Total Expense \$5,102,400

Net Income -\$858,057

2011-2012 Contributors

This list includes Habitat for Humanity of New Castle County donors of \$1,000 or greater for the fiscal year of 2011-2012, listed in alphabetical order. Thank you all for your support.

ABM-DE	Delaware Flooring Re:source	RobertPasteris
Advanced Material Technology	Delaware State Housing Authority	Patterson-Schwartz Foundation
Allied Barton Security Services	Delaware Valley Development Co.	Plymouth Whitemarsh High
Anthony & Catherine Fusco	Delmarva Power	School Break Group
Charitable Foundation	Deutsche Bank Trust Company DE	Providence College HFH CC
Artisans' Bank	DHL Express	Charles Robertson
Ashland Inc.	DuPont	Rumson-Fairhaven HS
Advised Fund of Greater Cincinnati	Eastern States Development	Sacred Heart Academy
AstraZeneca LP	EBC Carpet Services, Corp.	Saint Peter's Prep
Manyim Auyeung	Brian R. Engler	Pamela Scott
Barclaycard US	Alison Frost	Prakash Seshadri
Lisa Bartoli	Sally Gore	Brent Shaffer
BASF	Grace Lutheran Church	Gregg Silvis
Dr. Karl Bennett	Grace United Methodist Church	Snyder & Associates
Bethel A.M.E Church	Habitat For Humanity Int'l	Sonecha Family Foundation
Blackrock	Habitat For Humanity U of D	Southern Connecticut
Blair Academy - ASB	Hockessin UMC	Sovereign Bank
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BNY Mellon Trust of Delaware	HSBC Trust Company, Delaware	St. Paul's UMC - Odessa
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John S. Breuer	JPMorgan Chase	The Christmas Shop Foundation
Bob Carpenter	Richard Julian	The Fund for Women
CCS Fundraising	William Lafferty	The Gilliam Foundation
Cetrulo & Morgan	Laffey-McHugh Foundation	UD Campus Chapter HFH
Samuel Chamberlain	Kenneth Lau	University of Pittsburgh
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CITI Delaware	Cathy MacFarlane	Wells Fargo
Citizens Bank	Marmot Foundation	Westminster Presbyterian Church
City Of Wilmington	Mary Miller	Dorothy G. Whitmore
Colonial States Athletic	Millicare	Wilmington University
Conference	Milton & Hattie Kutz Foundation	Patricia W. Wormley
Comcast Foundation	Nason Construction	
Concord Presbyterian Church	New Castle County	
Concordia Lutheran Church	Robert Nicholls	
Congregational Church of	Nickle Electrical Companies	
South Glastonbury	Francis Parker	
CSC	Michael Parr	

Future Site Development/Construction

Grace Point II - Middletown
113-115 East Lake Street
(4 Homes)



Catherine Street - Middletown
205 East Lake Street
(4 Homes)

33 & 35 East 22nd Street - Prices Run
(2 Homes)

Cooper Run - Prices Run
Carter Street
(7 Homes)



Rehabilitation Projects - Prices Run
(8 Homes)

Sankofa Place
512 South Claymont Street
(4 Homes)

Hope Run
925 North Church Street
(4 Homes)



306 Elizabeth Street
(2 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
- Bob Hopkins, Jos. T. Hardy & Sons
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- Jeff Kline, TaylorKline, Inc.
- Glenn Moore, Delmarva Power
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- John Morton, Corporate Development Int'l
- Noreen Poole, Verizon
- Hal Schneikert, MML Investors Svcs.
- Kim Walker, M&T Bank
- Alex Wise, Retired
- Jessica Zuniga

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
- Mike Synczyszyn, Project Manager
- Marc Treanor, Senior Site Supervisor
- Josh Solge, Site Supervisor
- Chris Schei, Volunteer Coordinator
- Jen Larson, ABWK Supervisor

Habitat ReStore

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

