Dear Habitat supporters,

As I reflect on the past fiscal year, I am filled with pride and gratitude for what we have come together to accomplish. As housing and rent prices continued to climb and the affordable housing crisis became more daunting, we continued to build and sell new homes, repair and preserve existing homes, serve veterans, and provide affordable home maintenance solutions to the public through our ReStore network.

We have seen the positive impact of our mission on hard working families who are empowered to achieve strength, stability, and self-reliance through affordable homeownership. But there is much to do. That's why we are developing a new, aggressive strategic plan to address the affordable housing crisis in our community and to empower even more families in the next five years and beyond. On behalf of our Habitat Homeowners, thank you for your unwavering and generous support this year.

Lori Holt Pfeiler
President/CEO

San Diego Habitat for Humanity seeks to put God's love into action by bringing people together to build homes, communities, and hope.
empowering neighborhoods

Healthy, safe homes are vital to strong neighborhoods. Habitat performs home preservation and critical home repairs so that existing homeowners can live in dignity and security, empowering them to raise their families in good health, and to age in place if they so choose.

empowering veterans

Our veterans deserve to live in decent shelter, but many struggle with keeping up with maintenance on their homes. Habitat is proud to empower veterans through our VetRepair program, performing critical home repairs to those who have served us.

empowering families

Strength and self-reliance are made possible when a family has a decent, stable place to call home.

- 2 homes sold
- 1,000 sweat equity hours contributed
- 8 adults and children served
- 8 homes repaired
- 10 people served
empowering **volunteers**

Habitat volunteers get almost as much as they give on a construction site, in our office, or in a ReStore. Learning new skills, making new friends, and changing futures for local families is an empowering experience. The best part? Habitat volunteers empower us to provide opportunity, stability, and peace of mind to Habitat homeowners.

5,879 volunteers

47,870 hours contributed

$1,392,558 value of volunteer hours

empowering **americorps**

Our work was bolstered this year by six AmeriCorps members, who committed to a year of service helping to meet critical needs in the community through the Corporation for National and Community Service. They supervised volunteers and helped build or repair 14 homes. Additionally, we hosted a team of nine AmeriCorps members from National Civilian Community Corps (NCCC) who were critical to the success of our Women Build and Home Builders Blitz events.

Building two homes in five days is a daunting task, but with the support of McCarthy Building Companies, Inc. and Clark Construction Company, we had a successful Home Builders Blitz in El Cajon this year.
Providing access to affordable and unique home improvement materials empowers local homeowners to take control of their space, making it more energy efficient, safe, and beautiful. We are proud to have opened our fourth ReStore location this year in Carlsbad, giving us an opportunity to serve more customers and to raise more money to support Habitat’s mission! The potential is endless at the ReStore, all made possible by those who support the store that builds homes.

empowering weekend warriors

The ReStore’s contribution to Habitat is critical to our mission of building homes, communities, and hope. The gross proceeds have increased 24% over the past three years, thanks to your donations and purchases.
total support + revenue $5,795,643

- total support 74% $4,297,561
  - grants 5% $299,060
  - special events 2% $129,530
  - in-kind contributions 8% $426,515
  - contributions 31% $1,807,038
- retail store, net revenue 28% $1,635,418

total revenue 26% $1,498,082
- sales of homes 16% $937,000
- mortgage loan discount amortization 6% $365,673
- investment income 1% $22,575
- other income 3% $172,834

total expenses $6,211,478
- fundraising 14% $850,881
- management and general 10% $608,309
- cost of homes sold and program support 76% $4,752,288

net assets
- beginning of year $8,711,944
- end of year $8,263,734

to see complete audited financial statements, please visit: sandieghohabitat.org/aboutus/financialstatements
### $100k+

- City of San Diego
- David C. Copley Foundation
- Realty Income Corporation
- TD Ameritrade
- The Home Depot Foundation
- Wells Fargo Foundation

### $50k+

- Allegion, plc
- American Faucet and Coatings
- BAE Systems
- Clark Construction Company
- James Hardie Building Products
- JPMorgan Chase
- Pacific Mercantile Bank
- SB&O

### $25k+

- AimLoan Inc.
- Bank of America Foundation
- Blue Jeans Go Green - Cotton
- Cox
- Encore Capital Group
- Integrated DNA Technologies
- Jones Lang LaSalle
- Kidder Mathews
- BAE Systems
- City of El Cajon
- Helix Electric, Inc.
- Midway Foundation, Inc.
- MRoland Associates
- NBC 7 & Telemundo 20
- Pfizer Inc.
- Providence Venture Inc.
- Sempra Energy Foundation
- Sylvester Roofing Co., Inc.
- Valspar
- Veterans United Foundation
- Village Community Presbyterian Church
- Virginia J. Barber Foundation
- W.S. Klem Contractor, Inc.
- Ruth Warwick

### $10k+

- A.O. Reed & Co.
- ACCO Engineered Systems
- BD Biosciences
- Berrgelectric
- City of El Cajon
- Helix Electric, Inc.
- Integrated DNA Technologies
- Jones Lang LaSalle
- Kidder Mathews
- Charles & Ray Lickel
- Midway Foundation, Inc.
- MRoland Associates
- NBC 7 & Telemundo 20
- Pfizer Inc.
- Providence Venture Inc.
- Sempra Energy Foundation
- Sylvester Roofing Co., Inc.
- Valspar
- Veterans United Foundation
- Village Community Presbyterian Church
- Virginia J. Barber Foundation
- W.S. Klem Contractor, Inc.
- Ruth Warwick

### $2.5k+

- Alliant Specialty Insurance Services, Inc.
- Avalon Bay Communities, Inc.
- Paul Barnes
- BayWa r.e.
- Breckinridge Capital Advisors
- John Bunnell
- CGI
- Chico’s FAS
- Mark & Christine Clark
- Coffman Engineers
- John & Pauline Cone
- Ruth Corcoran
- CoreLogic, Inc.
- CR Insulation & Firestopping, Inc.
- Dal-Tile
- Davy Architecture
- DFS Flooring
- Dow
- Karen Dow
- Kellie Evans-O’Connor
- First American Trust
- Gafcon, Inc.

### $1k+

- American Endowment Foundation
- Joan Anderson
- Mr. & Mrs. Victor L. Archer
- AYCO Charitable Foundation
- William Bailey
- Bryan & Lee Bebb
- Edward & Maria Brekke
- Kenneth & Lynne Calkins
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