home is  For everyone

A FOUNDATION  A SAFE HAVEN  TOGETHERNESS  UNIVERSAL  STABILITY  AN INVESTMENT

FY19 ANNUAL REPORT
Dear Habitat Supporters,

The income needed to live in a decent home in San Diego County far outstrips what your child’s preschool teacher, your letter carrier, or even the nurse you meet at the doctor’s office, can afford. This year, you — our unwavering donors, ReStore shoppers, advocates, dreamers, and doers — came mightily together to create change and better futures for local families. Together, we built affordable homes for purchase by families working hard to earn modest incomes, performed critical health and safety repairs for local homeowners and veterans, created magical playhouses where children can dream, provided low-cost home improvement options in our ReStores, and used our voices to advocate for more resources for homes people can afford.

We do all of this, locked arm in arm, to provide a basic need — one that everyone deserves — a home.

Home can mean many things to many people. What I know is this — a house is made special by the hands, hearts, and sweat that built it, and by the people who breathe a sigh of gratitude that they have a home to call their own.

Thank you for your generous support this year, and for making safe, stable homes a reality for Habitat homeowners.

Lori Holt Pfeiler
President/CEO
home is...for EVERYone.

In June, San Diego Habitat for Humanity joined over 200 Habitat affiliates nationwide to launch the #CostOfHome campaign, a national advocacy effort aimed at improving housing availability for 10 million Americans over the next five years.

We already know that housing prices are out of reach for many San Diegans, and they are forced to make impossible choices between housing and reliable transportation, health care, and food for their families. The goal of this campaign is to mobilize housing advocates and policymakers in support of local, state, and federal policy changes that will:

- Expand resources for home production
- Increase inclusive access to credit
- Enable equitable access to land
- Develop communities of opportunity
home is...a foundation.

A stable, healthy home that a family can afford is the foundation for a better future. Habitat homeowners have better financial security and are more invested in our community. Children do better in school and suffer fewer health challenges.

The desire for self-reliance and the ability to provide for our families is something we all strive for, and with your support, we made that dream a reality for four local, hardworking families this year.

6 ADULTS SERVED
9 CHILDREN SERVED
4 HOMES SOLD

1,500 hours of “sweat equity” contributed by Habitat homeowners

HOMEOWNERSHIP
San Diego Habitat has set on a mission to preserve San Diego's housing stock. When homeowners no longer have the resources or ability to properly maintain their house, Habitat provides repair and preservation services to allow families to remain in their homes, creating a safe, healthy place where they can live and age in dignity. Through these services — and hand-in-hand with community partners — we are helping to revitalize entire neighborhoods.

Most of our home repair and revitalization work is focused in the areas where we are building new homes, and we are able to serve veterans throughout San Diego County, thanks to funding generously provided by The Home Depot Foundation, The Midway Foundation, BAE Systems, and Harrah's Resort Southern California.
home is...togetherness.

San Diego Habitat hosted nine AmeriCorps members this year, who committed a year of service to meet critical needs in the community through the Corporation for National and Community Service. These members served 10,798 hours, contributing to the construction of 16 new homes, 5 homeowner-occupied repairs, coordination of the volunteer program, outreach for our Neighborhood Revitalization program, and building capacity for our ReStores.

It’s what we do – Habitat brings people together to build homes, communities, and hope. And thousands of you join us every year to raise walls and make repairs on construction sites, serve customers in our ReStores, make our events successful, and keep the administrative office running.

$1.47m value of volunteer hours
No matter who we are or where we are from, we all deserve to have a decent life. We deserve to feel strength and stability and to know we have the power to build our own futures. This is a universal aspiration for families across the globe, and we were able to support some of them this year, tithing some of our unrestricted fundraising dollars to Habitat for Humanity International’s global homebuilding efforts.

In FY19, we sent a total of $75,000 to aid families in Mexico and Lesotho. Despite the progress that has been made in housing in recent years, more than 53.3 million people in Mexico do not have the financial means to buy or build decent housing. Lesotho is a landlocked country surrounded by South Africa, is one of the least developed countries in the world, and is a place where 27 percent of children under the age of 18 are orphaned by rampant HIV and AIDS.
home is...stability.

San Diego County ReStores support the mission of San Diego Habitat. Donations of building materials, home maintenance supplies, and household items are sold to the public; profits are used to build and repair homes.

The ReStore provides another important service to our community — they offer low-cost alternatives for homeowners on limited incomes to maintain safe and healthy houses. Homeowners can count on the ReStore to replace a broken refrigerator, make their home more comfortable and energy-efficient with new windows, or fix a plumbing leak.

When you donate, shop, or volunteer at a ReStore, you are not only supporting Habitat homeowners, you are helping to preserve existing homes, keeping them stable, healthy, and affordable.
**home is...an investment.**

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### donor support

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
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<tbody>
<tr>
<td>retail store, net</td>
<td>$1,995,424</td>
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<tr>
<td>contributions</td>
<td>$1,635,026</td>
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<tr>
<td>in-kind contributions</td>
<td>$225,591</td>
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<tr>
<td>special events</td>
<td>$146,542</td>
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<td>grants</td>
<td>$249,932</td>
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<td><strong>TOTAL SUPPORT</strong></td>
<td><strong>$4,252,515</strong></td>
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### revenue

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<tr>
<td>sales of homes</td>
<td>$1,382,287</td>
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<tr>
<td>mortgage loan discount</td>
<td>$308,383</td>
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<tr>
<td>amortization</td>
<td>$28,790</td>
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<td>other income</td>
<td>$416,409</td>
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<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$2,135,869</strong></td>
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### expenses

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<tr>
<td>cost of homes sold + program support</td>
<td>$6,593,580</td>
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<tr>
<td>management + general</td>
<td>$606,493</td>
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<tr>
<td>fundraising</td>
<td>$809,054</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$8,009,127</strong></td>
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### net assets

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<td>beginning of the year</td>
<td>$8,263,734</td>
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<td>end of the year</td>
<td>$6,642,991</td>
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### assets

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<tr>
<td>cash + cash equivalents</td>
<td>$1,031,066</td>
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<tr>
<td>restricted cash</td>
<td>$238,477</td>
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<tr>
<td>accounts receivable</td>
<td>$309,418</td>
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<tr>
<td>mortgage notes receivable</td>
<td>$4,158,246</td>
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<tr>
<td>inventory - ReStore</td>
<td>$515,137</td>
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<tr>
<td>prepaid expenses + deferred charges</td>
<td>$63,305</td>
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<tr>
<td>construction-in-process</td>
<td>$4,714,813</td>
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<td>finished homes held for sale</td>
<td>$598,984</td>
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<tr>
<td>property + equipment</td>
<td>$5,848,418</td>
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<tr>
<td>investment in New Market Tax Credits (NMTC)</td>
<td>$1,212,906</td>
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<tr>
<td>beneficial interest in assets held by community foundation</td>
<td>$349,097</td>
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<tr>
<td>deposits + other assets</td>
<td>$127,994</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$19,167,861</strong></td>
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### liabilities

<table>
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<tr>
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<tbody>
<tr>
<td>accounts payable, accrued expenses, + other</td>
<td>$797,735</td>
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<tr>
<td>secured obligations</td>
<td>$2,979,167</td>
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<tr>
<td>homeowner impounds</td>
<td>$5,548</td>
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<tr>
<td>notes payable - government agencies</td>
<td>$1,765,830</td>
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<tr>
<td>refundable advances</td>
<td>$162,366</td>
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<tr>
<td>note payable - bank</td>
<td>$3,631,167</td>
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<tr>
<td>note payable - Habitat for Humanity International</td>
<td>$15,465</td>
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<tr>
<td>notes payable - construction</td>
<td>$90,386</td>
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<tr>
<td>notes payable - NMTC</td>
<td>$1,677,206</td>
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<td>notes payable - Mission Driven Finance</td>
<td>$1,400,000</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>$12,524,870</strong></td>
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**COMPLETE FINANCIAL STATEMENTS:** sandiegohabitat.org/financials

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**homebuilding investment fund**

Strong and stable homes help build strong and stable communities. San Diego Habitat is proud to partner with Mission Driven Finance to make the Homebuilding Investment Fund available to qualified institutional and private investors. Participants in the fund provide upfront capital necessary to complete construction on 30 Habitat homes, catalyzing significant social and economic impact, and earning annual interest on their investment.

**$1.4m deployed toward homebuilding efforts**

**58% increase in production enabled over five years**
thank you, donors

$25k+
20/20 Plumbing & Heating
AimLoan Inc.
Encore Capital Group
Elaine Galinson
Las Patronas
Midway Foundation, Inc.
Sony Playstation

$10k+
Antis Roofing & Waterproofing
BAE Systems
Bank of America Foundation
Blindsgalore
City National Bank
Cymer
Halozyme, Inc.
Helen Hammond
Harrah’s Resort Southern California
Kidder Mathews
Charles & Ray Lickel
MADCAPS
MHS Heating & Air Conditioning, Inc.
Northrop Grumman Systems Corp.
Pacific Western Bank
Projects With Purpose
San Diego Gas & Electric
Semper Solaris
Sempra Energy Foundation
Sumitomo Rubber North America
Univision
Valspar
Ruth Warwick
Whirlpool

$5k+
Allen Matkins Leck Gamble
Mallory & Natsis LLP
Allianz Global Investors Capital
The San Diego Foundation - JF. Beyster Fund
Carl Zeiss Vision Inc
ClosingCorp, Inc.
CoreLogic, Inc.
Crane Development
Karen Dow
Flatiron West, Inc.
Gemological Institute of America
Giveback Homes
Hunter Industries
Integrated DNA Technologies
JPMorgan Chase
La Jolla Country Day School
Longevity Physical Therapy
PepsiCo
Ron & Joyce Rabens
SB&O Schneider Electric
State Farm Mutual Automobile Insurance Company
Thrivent Financial
T-Mobile San Diego
US Bank Foundation
UTC Aerospace
Virginia J. Barber Foundation
WD-40 Company

$2.5k+
Bradley Adams
Ajinomoto Bio-Pharma Services

$1k+
Edward Amrick
David Anderson
Joan & Dave Anderson
Frank Baldwin
Paul Barnes
Bryan T & Lee Bebb
Donna Beshgetoor
Kelly Blake
Patti Blakeslee
John Boyce
Janice Bradel
Edward & Lourdes Brekke
John Bunnell & Cynthia Gordon
Kenneth & Lynne Calkins

*in memoriam
Jan Chatten-Brown
Janet Chrispeels
Monique Coates
Eric A. Cohen
Community of Christ
Community Service
Association
Michelle Conde
Jeremy Cowperthwaite
Dankberg Family
Foundation
Peter Devito
Danae Diller
Dennis & Margot Doucette
Brenda & Christopher
Duffey
Escondido East Rotary
Club
Kellie Evans-O’Connor
First United Methodist
Church
Gloria Floren
Alex Funderburk
Jerry & Jennifer Hall
The San Diego Foundation
- Jill G. Hall Fund
Raul Hernandez Ochoa
David W. Hewitt
Rick Jones
Linda & Mel Katz
Sam & Dianne Kernell
La Jolla Presbyterian
Church
Katina Lafond
Ms. Keri LeBlanc
John Lee
Diane & Richard Llewellyn
Patricia Ludwick
George & Susan Mansho
Armando & Margaret
Martinez
Cami Mattson
Deborah McCann
Scott & Patricia Miller
Moore Dry Dock Foundation
Patty Morris & John Conkle
Bill & Lucy Motts
Robert Murphy
Daryl Nees
Jeffrey Neumann
Michael Niemiec
Fay Patterson Bullitt
Paul & Barbara Peterson
Andrea & James Petray
Lori & Tim Pfeifer
Qualcomm Matching Gift
Program
Yzmir R. Ramirez
Robert & Joan Reese
Nicole Rogers
Sandra Russett
Gary & Dr. Ruth Samad
John & Linda Saveland
Edward & Laura Scarpelli
Tom & Kim Schoettle
John & Julia Serences
Richard & Nancy Sheridan
St. Paul’s United Methodist
Church of The Voyager
Pamela & Michael Swartout
Kirk & Lisa Taylor
James Toothaker & Betsy
Smith
Justine & Chris Ulmer
Daniel Vena
Carolyn & Kent Walker
Bruce Webster
Graydon & Dorothy Wetzler
Roger Wherry
LeAnn K. Williams
Witman Family Foundation
Matthew Witman
Amee Wood & Eric
Mustonen
Charles Lickel  
IBM Research (Ret.)

Wendy Lopez  
Customer Service Representative; Atlas Transfer & Storage/Allied Van Lines

Jim Mastrogany  treasurer  
Bank of America (Ret.)

Cami Mattson  
Director of Charitable Giving; The San Diego Foundation

Dan McAllister  
Treasurer-Tax Collector; County of San Diego

Sarah Morrell  
Vice President of Land Acquisition; Shea Homes San Diego

Aleyda Ortiz  
Property Accountant; Lincoln Property Company

Andrea Petray  vice chair  
Partner; Finch, Thornton & Baird, LLP

Elizabeth Rodriguez  
Local Entrepreneur and Community Leader

Ed Scarpelli  
Owner; Western Mutual Development Corporation (Ret.)

Stacy Clarke Weber  
Onsite Property Manager; Sycamore Research Park, LLC

Paul Yong  chair  
Vice President Corporate Tax & Chief Tax Counsel; Sempra Energy

Xiomara Arroyo  secretary  
Assistant Vice President, Community Relations; Wells Fargo

Paul Barnes  
President; Shea Homes San Diego

Olympia Beltran  
Registered Nurse; South Region Public Health Clinic

Rodney Bruce  
Project Manager; Construction & Development Intersect Management, LLC

Pavel Consuegra  
Case Manager Specialist; Public Consulting Group

Rev. Dr. Paul Cunningham  
Pastor/Head of Staff; La Jolla Presbyterian Church

Timothy Dahlquist  
Owner; Pools of Perfection

Mark Emch  immediate past chair  
San Diego Convention Center Corporation (Ret.)

Cheryl Johnson  
Director of Claims Support; Dimont

Bernie Kulchin  
Cubic Corporation (Ret.)