



**Habitat**  
for Humanity®  
Saint Louis

# ANNUAL REPORT 2011

## OUR MISSION

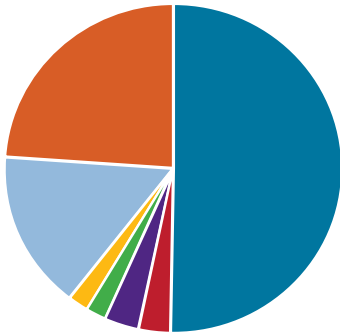
Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities, and hope.



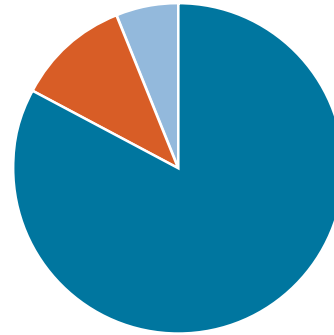
# 2011 FINANCIALS

2011 REVENUES \$5,463,365

2011 EXPENSES \$6,491,475



- 49% Public Support
- 23% Transfer to Homebuyers
- 15% ReStore Sales
- 3% Debt Forgiveness
- 3% Other
- 2% Grant Revenue
- 2% Special Events



**83 cents of every dollar raised goes directly to support our programs.**

- 83% Program Services
- 11% Fundraising
- 6% Management/General

**CUMULATIVE ASSETS \$17,985,944**

In 2011, due to a timing issue associated with generally accepted accounting principles, the New Markets Tax Credit (NMTC) transactions were prematurely recorded. HFHSL recorded the cash received from the transaction as "revenue." NMTC transactions function as a "loan" for 7-years for IRS compliance purposes, and the actual income cannot be recognized as revenue until the end of the 7-year compliance period. The reversal of the NMTC income resulted in a loss for calendar year 2011. Habitat for Humanity Saint Louis' financial records were audited by CohnReznick.

## IN THEIR WORDS

What some of our recent homebuyers had to say.



Because of you, I am able to provide a decent home for my daughter. I can't even put that feeling into words. Thank you so much.  
- *Bridgette B., JVL homebuyer*



One of my goals as a new homeowner is to give back to the community the love that was given to me.  
- *Nicole E., ONSL homebuyer*



# NEIGHBORHOOD SPOTLIGHTS

Celebrating Our Progress in Three Unique City Neighborhoods

## JEFFVANDERLOU 13 NEW HOMES

FAMILIES MOVED IN: MARCH 2011 & AUGUST 2011

- The 13 homes completed in 2011 are near previous Habitat homes, making a total of over 100 in the neighborhood.
- While incidents of crime used to be commonplace in the area, things are changing. In 2011, crime dropped by more than half in the portion of the JVL neighborhood where HFHSL built homes during 2008, 2009 and 2011, and no incidents of crime were reported in the first two months of 2012. Residents have observed substantial changes. (1)

(1) Community Impact Study Habitat for Humanity Saint Louis Development, 2012.



## OLD NORTH ST. LOUIS 12 NEW HOMES

FAMILIES MOVED IN: MAY 2012

- Homes built in 2011 are less than a mile from 17 ONSL Habitat homes built during 2010.
- Historic Old North St. Louis is also home to St. Louis landmark Crown Candy Kitchen, the Old North Grocery Co-op featuring healthy, affordable, and fresh foods and other local or regionally produced goods, and a seasonal weekly farmers market.
- The neighborhood is located directly north of downtown St. Louis.



## CARONDELET 5 NEW HOMES

FAMILIES MOVED IN: OCTOBER 2012

- This is the first time Habitat for Humanity Saint Louis has built in the Carondelet neighborhood.
- Once a city in its own right, Carondelet is known for its architecture, parks, and community spirit.
- The neighborhood branch of the St. Louis Library has been open for over 100 years! Recent additions to the neighborhood include the Carondelet YMCA Rec Plex and the Family Health Care Center, which offers health services to residents regardless of health insurance status.



# IN 2011, BECAUSE OF YOUR SUPPORT, 32 MEN, WOMEN, AND CHILDREN MOVED INTO HABITAT FOR HUMANITY SAINT LOUIS HOMES.



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