



# Habitat for Humanity®

Saint Louis



## 2017 REPORT TO THE COMMUNITY



# A MESSAGE FROM OUR CEO

Dear Friend,

Change is a difficult but necessary component of growth. In 2017, change was the operative word for Habitat for Humanity Saint Louis. We took the bold step to put our headquarters and ReStore on Forest Park Avenue on the market so that we could leverage that asset while the real estate market is hot in that area of the city. In April 2017, we sold the property and prepared for a new adventure. All this while still building homes for deserving low-income families!

New beginnings happen when change is embraced. The determined men and women who come to us in search of a better life through affordable housing see change as an agent of hope. They know that by building and then buying their first home through Habitat Saint Louis, they can improve life for themselves, their children, and generations forward.

Income should never be a barrier to safe, affordable housing. Through your generosity to Habitat Saint Louis, we can help hardworking people of modest means to create the life they envision. But none of our work is possible without the support of those who share our belief that everyone deserves a decent place to live.

When you give a gift to Habitat for Humanity Saint Louis, you invest in the future of our region, one family at a time. I know that where you give your money is important to you: because you have chosen to make your contributions to our local affiliate, your funds build homes right here in the Saint Louis region. Thank you for being part of the solution to the affordable housing crisis in our community...together, we can create positive change which transforms lives.

It is my privilege to present the 2017 Report to the Community to you and all who support our mission locally. As careful stewards of your generous donations, we want you to know how your money has been spent to build much-needed affordable housing.

Sincerely,



Kimberly McKinney  
CEO, Habitat for Humanity Saint Louis



# HOMES UNDER CONSTRUCTION 2017

## NEW CONSTRUCTION

LOOKAWAY SUMMIT



HAZELWOOD



SCATTERED SITES



# INDIVIDUALS SERVED - BY THE NUMBERS



**5,800** - Calls from people seeking help with a bad housing situation. For those who are not a good fit for our program, we make referrals to other organizations in our community better suited to address their needs. Those who may be a good fit are invited to take the next step.



**924** - Requests for Pre-Screen Applications from individuals or couples who wish to partner with Habitat Saint Louis to build and then purchase their first home. All potential homebuyers must be residents of St. Louis City or County for at least one year and must be making between 25% - 50% of the area median income for their family size.



**140** - People who returned their completed prescreen apps and mailed them along with a \$17 money order for a credit check. It is an important first step they will take in a journey which leads towards homeownership. Some will be ready for the next step – others may need to do work on their credit in order to qualify for an affordable mortgage through a partner bank. (For those whose credits scores need a little work, we refer them to a reputable credit repair program with the hopes they will apply for our homebuyer program once their score improves.)



**61** - Couples and individuals who qualified to participate in Habitat Saint Louis' homebuyer program. Each individual listed on the deed will perform a minimum of 350 hours of sweat equity, working at the build site and taking financial literacy and home maintenance coursework. Once both the house construction is finished and each homebuyer's sweat equity is completed, a new chapter can begin!



**11** - Families who closed on the purchase of their first home, and took on a 30-year affordable mortgage. They can look forward to greater social and economic stability as a result of their hard work and determination to obtain a safe and affordable place they can call their own.



**95** - The percentage of funding we must raise from generous people like you, donating directly to our local affiliate. Contrary to popular belief, Habitat for Humanity Saint Louis does not receive significant funding from our parent organization. When you give to our local affiliate, your gift builds houses in the community we call Home.



**1,600+** - The number of men, women and children who have called a Habitat Saint Louis house their Home since our inception in 1986.

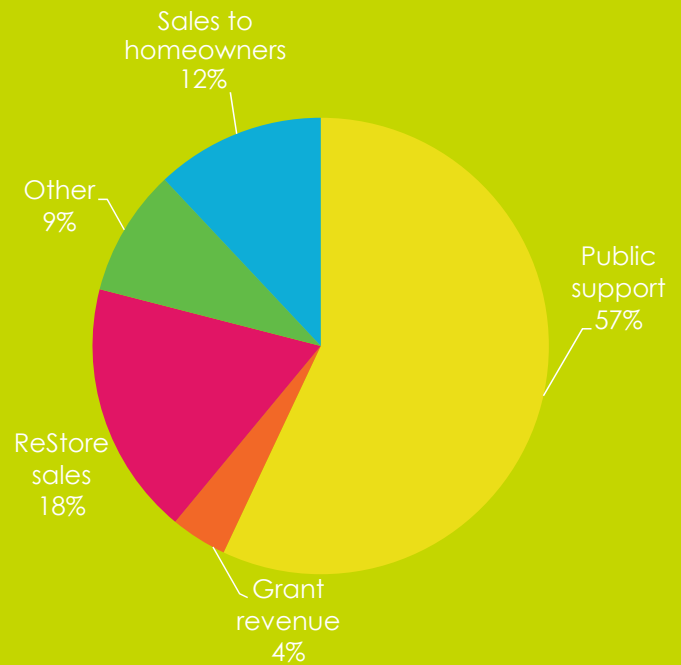
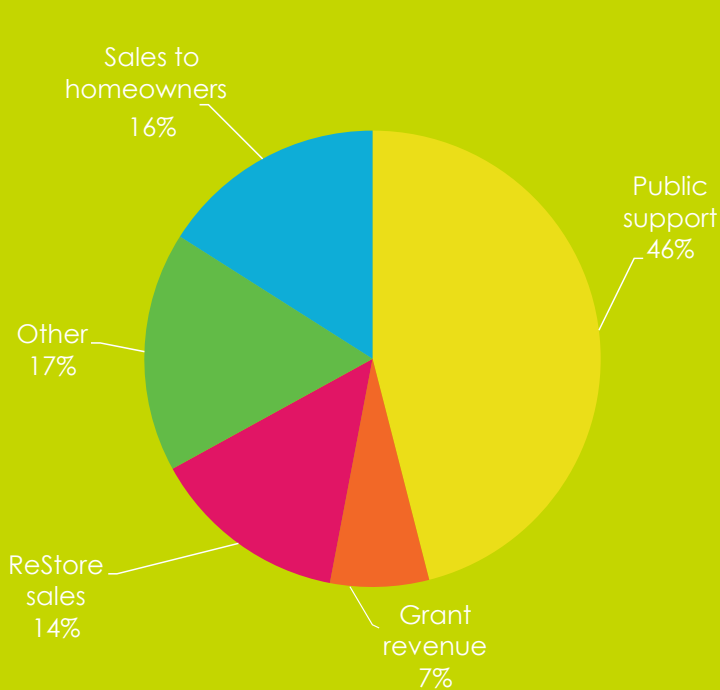


# 2017 REVENUE & EXPENSES

Cumulative: \$15,599,090 | Support & Revenue: \$7,952,288 | Expenses: \$7,045,937

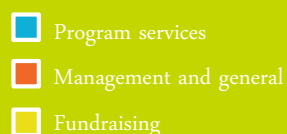
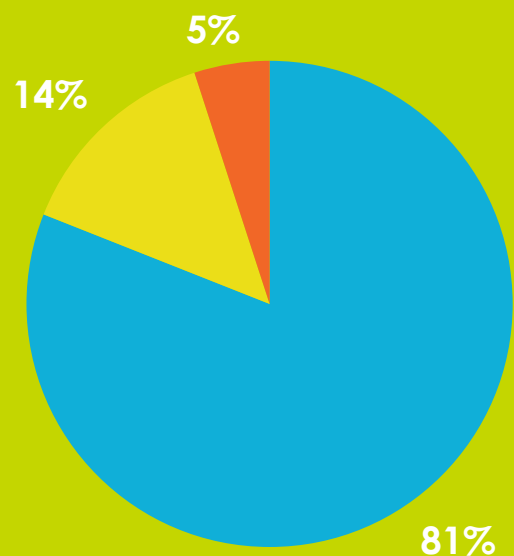
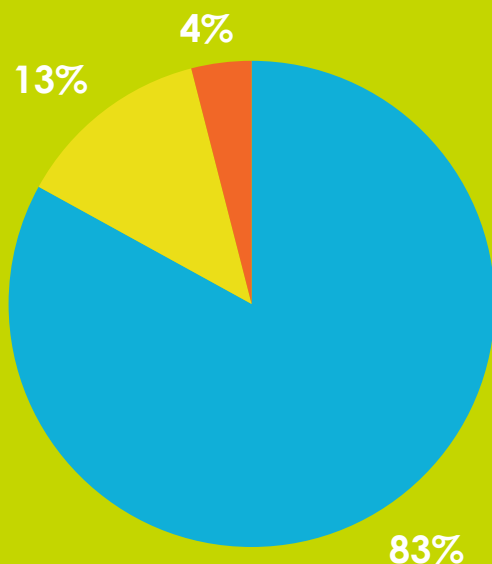
Year ended December 31, 2017 = \$7,952,288

Year ended December 31, 2016 = \$5,728,968



Year ended December 31, 2017 = \$7,045,937

Year ended December 31, 2016 = \$5,620,728



Habitat for Humanity Saint Louis' financial records were audited by CohnReznick.

# 2017 KEYSTONE SOCIETY PARTNERS

## VISIONARIES CIRCLE (\$100,000+)

- Anheuser Busch Foundation
- Wells Fargo Advisors

## DEVELOPERS CIRCLE (\$65,000 - \$99,999)

KMOV Home 4 the Holidays in partnership with Brown & Crouppen, Carol House Furniture, Carpenter's District Council, Clayco, Country Financial, Famous Footwear/Caleres, Koch Air, Imo's, Maryville University and USA Mortgage

## BUILDERS CIRCLE (\$10,000 - \$24,999)

- Altisource
- American Direct Marketing, Inc.
- Anonymous
- Bonhomme Presbyterian Church
- ESCO Technologies Foundation
  - Fred M. Luth & Sons Inc.
- Glendale Chrysler Jeep Dodge Ram
- Habitat for Humanity International
- Home Builders Association
- Jacobsen Family Foundation
- Ladue Chapel Presbyterian Church
- Michael and Patricia Heim
- Newmark Grubb Zimmer
- Salem in Ladue United Methodist Church
- The Integra Group, Inc.
- To God's Glory
- Travelers

## ARCHITECTS CIRCLE (\$25,000 - \$64,999)

- Anonymous Donors
- Bank of America
  - Bob Byrne
- Manchester United Methodist Church
  - St. Louis Area ELCA Lutherans
- The Estate of Jerome and Lorraine Wallis
- United Church of Christ Congregations (UCC Churches)

## CARPENTERS CIRCLE (\$5,000 - \$9,999)

- Ameren Missouri Charitable Foundation
- Bodine Aluminum/Toyota Motor North America
  - Boeing Company
  - Carreden Group
  - Charm Kirby
- Daniel and Sallie Shipley
- Daniel and Terry Tate
- David and Billie Carol May
- Diann Cage Design Co.
- Doris J. Gibbons Charitable Remainder Trust
- Employees Community Fund of Boeing
  - Graybar Electric Co.
- Incarnate Word Foundation
  - Kathy and Bob West
- Koch Foundation, Inc.
  - Moneta Group
- Montgomery Bank
- Nidec Motor Corporation
  - Opus Foundation
- Paul and Susan Davis
  - PepsiCo
- Shirley B. and Donald J. Sher
- Spire Energy





# 2017 KEYSTONE SOCIETY PARTNERS

## PATRON (\$2,4000 - \$4,999)

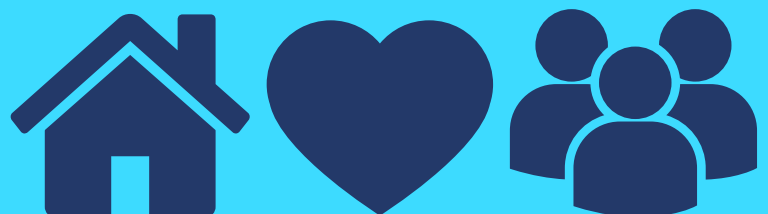
- Amy Berg
- Dan and Phyllis Hartrich
- Edward O'Connor
- Evangelical Congregation Of The Redeemer
- First Congregational Church Of Webster Groves
- Frederic Co., Inc. Contractors
- Joanna May Donor Advised Fund, A Donor Advised Fund of Renaissance Charitable Foundation
- Martha Kratzer
- Mary Demmitt/Robert
- Robert and Sally Lazaroff
- Ron and Jean Krammer
- Shirleen and Jerry Brown
- Washington University Campus Chapter
- Webster Groves Presbyterian Church

## BUILDERS CLUB (\$1,500 - \$5,000)

- Centrue Bank
- Geotechnology
- Interfaith Community Partnership
- Leidos
- Lumiere Place Casinos and Hotel
- Plancorp
- Summitt Strategies
- Towers Watson

## MEMBERS (\$1,2000 - \$2,399)

- Anna M. Hart
- Carondelet/Holly Hills Landlord Association
- Chris and Abby Roetheli
- City of Des Peres
- David and Christine Hester
- Don and Nancy Ross
- Ed and Brenda Alizadeh
- Enterprise Holdings Foundation
- Floyd Burkett, Jr.
- Fred and Karen Wolff
- Gateway Combined Federal Campaign
- General Growth Properties
- Jami Boyles
- Jeff St. Omer
- John Parker
- Joseph and Patricia Siemer
- Kathy M Ryan
- Kay Gasen-Thenhaus and Ron Thenhaus
- Kevin and Kimberly McKinney
- Kurt Warner First Things 1st Foundation
- Linda L. Moen
- Loretta Hiner
- Louis and Barbara Deutschmann
- Lucky's Market
- Marc Hirshman and Karen Handelman
- Mark and Peggy Holly
- Ms. Amelia Lewis
- Norma Vavra Klein Family Foundation
- Pattye Taylor-Phillips and Matt Phillips Sr.
- Philip and Jeanne McDermott, Jr.
- Private Bank
- Rick and Mary Anne Roberts
- Roger and Susan Brown
- Saint Louis University Campus Chapter
- Soulard Business Association
- Stephen and Sydney Hiatt
- The Mama Celeste and H Fund
- Trinity Lutheran Church
- Vicki and Joseph Caligur
- West County Honda



# RESTORE DONORS

- Amini's Home Furnishing
  - Best Buy Flooring
- Boardwalk Hardwood Floors
- Broadway Office Interiors
  - Budget Blinds
  - Champion Windows
- Chouteau Building Group
- Cornerstone Center for Early Learning
- Ferguson Bath, Kitchen & Lighting Gallery
  - I.S.C. Surfaces
  - Laclede Groves
  - Lawrence Group
  - Lockwood Flooring
- Lowes Home Improvement
  - Metro Lighting
- Mid-Am Building Supply Inc.
- Oasis International Ministries
- Rolling Ridge Nursery Inc.
  - S. M. Wilson & Co.
- Schneider Home Delivery
- St. Louis Door and Closets, LLC.
- St. Louis Furniture Transfer
- Sunshine Drapery & Interior Design
  - Washington University Resource Center
  - Wilson Lighting

Habitat for Humanity Saint Louis ReStore has two convenient locations open to the public featuring new and gently used home improvement products and building materials. The ReStore is dedicated to reusing and re-purposing donated goods and diverting items from landfills in order to lessen our impact on the environment.





# THIRD PARTY EVENTS & FUNDRAISERS

In 2017, Habitat for Humanity Saint Louis partnered with over 25 businesses and organizations who hosted fundraisers and third party events to help us build safe, affordable housing in our shared community.

Thanks to the great success of these events, Habitat Saint Louis received over \$15,000 in donations to help us keeping building hope, building homes, and building St. Louis.



Katie's Pizza & Pasta Osteria hosted a Giveback Tuesday Event with Home Buy Design as a matching partner in December

Start Bar, an Arcade Bar in downtown St. Louis, hosted a Giveback Night for Habitat Saint Louis in November



Urban Chestnut Brewing Company's Stein for Support Giveback initiative was hosted in June

# 2017 BOARD OF DIRECTORS

Ed Alizadeh  
Amy Berg  
Marisa Botta  
Jami Boyles  
Roger Brown  
Rashda Buttar  
Lance Cage  
Dave Foster  
Anna Hart  
Marc Hirshman  
Peggy Holly  
Malaika Horne  
Charm Kirby  
Bob Lazaroff  
Amelia Lewis

Linda Loewenstein, President  
Emily Martin  
Linda Moen  
John Parker  
Nick Popoelski  
Chris Roetheli, President Elect  
Jeffery St. Omar  
Sara Sise  
Patty Taylor-Phillips  
Kay Gasen-Thenhaus  
David Wakeman  
Nat Walsh  
Bob West  
Stephen Westbrook

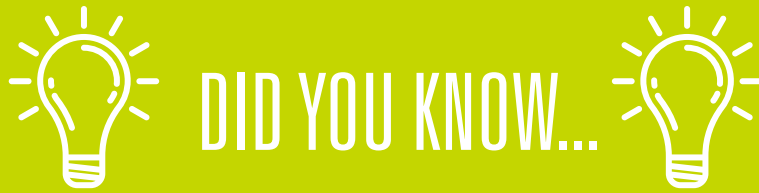


During my tenure on the Habitat for Humanity board, I've found it to be a rewarding and gratifying experience. I had no idea prior to joining that it does so much in the St. Louis community, particularly providing affordable mortgages for families to purchase their homes. Habitat improves the quality of life and standard of living for so many families, giving children more of a chance to succeed. What's more, these beautiful homes are so important to revitalizing the St. Louis community. I am so proud to be associated with this very impressive organization.

—Malaika Horne, Habitat Saint Louis Board Member



# INDIVIDUAL DONORS MAKE A DIFFERENCE



Individuals donated more than \$268 billion dollars to American philanthropic causes in 2017? That's not even including private foundations and bequests! Individuals accounted for more than 70% of all social investors, making all of us who donate our own money to the causes we care about powerful agents for positive change in our world!

In 2017, individual donors were crucial to Habitat for Humanity Saint Louis' efforts to build affordable housing in our community. Since we do not receive significant funding from our parent organization, Habitat for Humanity International (less than 5% of our operating budget), your contributions to our local affiliate mean that we can make a difference right here in Saint Louis City and County.

It has been our experience that most individuals do not wish for their names to be printed in publications such as this one, and we respect that wish for privacy. And while the names of most of our individual donors may not appear in print, please know that we are deeply grateful to each and every person who generously shares of their own wealth to ensure that low-income families in our community may know the simple comfort of a safe, affordable, permanent place to call Home. On their behalf, we thank you for investing in our community by investing in Habitat for Humanity Saint Louis, and sharing our vision of a community where everyone has a decent place to live.



Being involved in our local Habitat chapter for years has kept me aware of the endless need for decent, affordable housing here in St. Louis as well as across our country. Volunteering gives me the opportunity to act on this social issue by building homes side by side, with the homebuyers, groups and individuals. It's fun, hard work and quite rewarding...well worth my time and effort.

— Kathy Ryan, Construction Leader





# Habitat for Humanity®

Saint Louis



**BUILDING HOMES. BUILDING HOPE. BUILDING ST. LOUIS**