



Habitat for Humanity®

Saint Louis



2018 REPORT TO THE COMMUNITY

A MESSAGE FROM OUR CEO

Dear Friend,

Moving is a big deal! In April 2018, Habitat for Humanity Saint Louis moved out of our old headquarters on Forest Park Avenue and into our new administrative offices and ReStore on South Grand Boulevard. It was a lot of work, but it is worth it to be in the heart of the South Side. Now, we are closer to many neighborhoods where we build, and to have space more suited to our needs as a growing force in affordable housing in St. Louis.

Our old building was – frankly - falling apart. We made the best of it: we called the ceilings that dripped water every time it rained our “water features,” and joked about the cold in the winter and the heat in the summer when our antiquated HVAC just couldn’t keep up. But we made do - a small reminder to all of us that the families we serve have lived in much worse circumstances before they came to us looking for an opportunity to build a new life by building a home. And where the staff and volunteers of Habitat Saint Louis only had to endure these conditions during the workday, the families we work with have often spent years living in inadequate and often dangerous housing.

Habitat for Humanity Saint Louis has always been a community organization, driven by community involvement and community investment. Your ongoing financial support and volunteerism are essential to our mission, making it possible for us to help families in need in Saint Louis. When you send your donation to our local office – *the one with the St. Louis address* – your entire gift stays right here in our neighborhoods, building homes and hope for hard-working St. Louis families who simply want a chance to thrive.

It is my privilege to present the 2018 Annual Report. Habitat Saint Louis works hard to be a good steward of your generous support, and transparency is key in helping you to understand how we used your contributions to build affordable housing in Saint Louis City and Saint Louis County. If you have any questions after reviewing this report, please feel free to contact us at development@habitatstl.org.

I cannot emphasize enough how important your continuing support is to the fulfilment of our mission in this community. Truly, you are the driving force behind every success story which starts with a partnership between Habitat Saint Louis and our homebuyers. Thank you for supporting our mission and making it possible to create a better Saint Louis, one family at a time.

Sincerely,



Kimberly McKinney
CEO, Habitat for Humanity Saint Louis



HOMES UNDER CONSTRUCTION 2018

BEVO MILL



CARONDELET



HAZELWOOD



LA SAISON



LOOKAWAY



MARINE VILLA



TIFFANY



INDIVIDUALS SERVED - BY THE NUMBERS



5,800 - **Calls from individuals seeking our assistance.** We explain our homebuyer program to these callers to help them determine if they wish to have a pre-screen application mailed to them. For those who do not feel they are ready to become homebuyers or who were seeking services we do not provide, we offer other available resources to help them achieve their objectives.



800 - **Requests for pre-screen applications from people who feel ready to take that next step toward becoming first-time homebuyers.** Many factors go into determining who is best prepared to take part in our homebuyer program including a household income between 25% - 50% of the area median income and residency in St. Louis City or County for at least one consecutive year as well as the ability to qualify for a mortgage.



137 - **People who completed their pre-screen application and attended one of our Homebuyer Workshops.** This workshop provides a chance for potential homebuyers to learn more about the opportunities and responsibilities created by purchasing their first home by partnering with Habitat Saint Louis. Some who attend will need to do more work to be a good fit, especially to improve budgeting practices and their credit score. For those who need to build their credit, we provide a referral to a reputable credit repair program. In time, we hope these applicants will be able to come back to our program, ready to build and buy their own home.



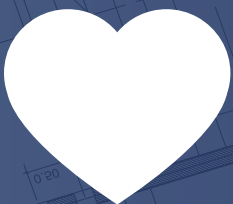
80 - **People who qualified to participate in Habitat Saint Louis' homebuyer program.** It is the beginning of a long journey which includes 350 hours of sweat equity for each individual listed on the deed. These hours are spent working at the build site and taking financial literacy and home maintenance classes to prepare them for the considerable responsibility of home ownership.



6 - **Homebuyers who completed their sweat equity and signed the paperwork on their very first mortgage in 2018!** Each of these individuals went from renters to property owners who are paying down a 30-year affordable mortgage. They are building equity for the future while simultaneously creating a safe, stable environment where they can build a better life for themselves, their families, and future generations.



5 - **The percentage of funding Habitat Saint Louis receives from Habitat International.** If you want 100% of your contribution to stay in St. Louis, creating affordable housing opportunities in our community, please ensure that you are mailing it to our local office at **3830 South Grand Blvd.** It's up to you to make sure your social investment is making a difference where you want it to.

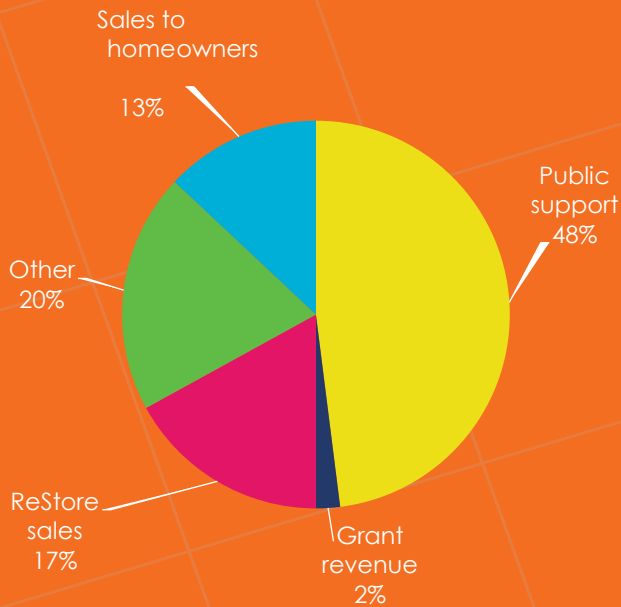


1,600+ - **Individuals who have found shelter, hope, self-reliance and greater economic and social stability through Habitat for Humanity Saint Louis' homebuyer program.** Each life changed through affordable housing is a testament to your investment in a brighter future for everyone in our community, regardless of income.

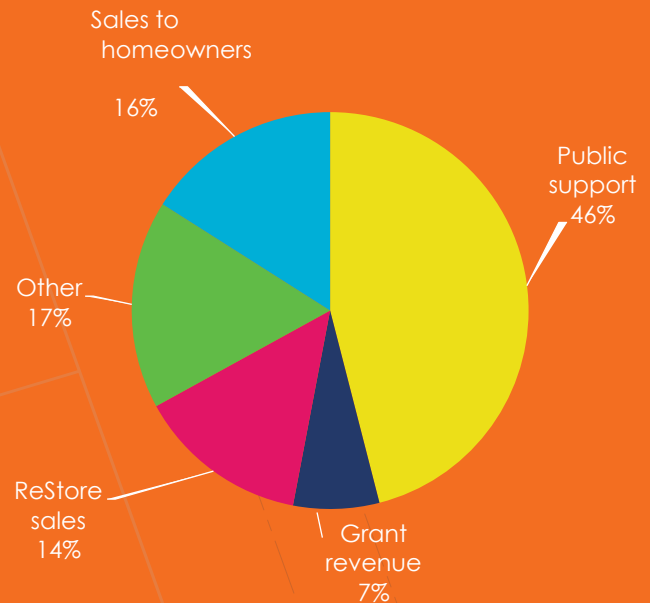
2018 REVENUE & EXPENSES

Net Assets: \$10,935,993 | Support & Revenue: \$7,555,021 | Expenses: \$6,698,866

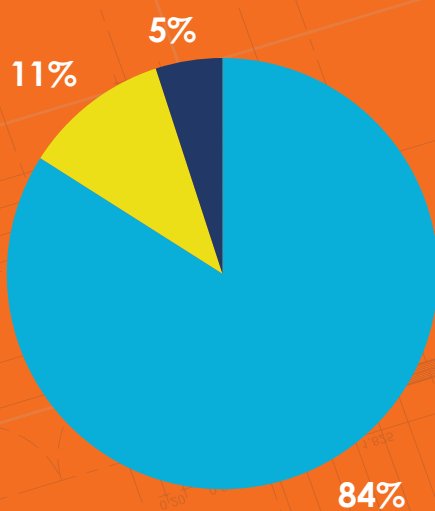
Year ended December 31, 2018 = \$7,555,021



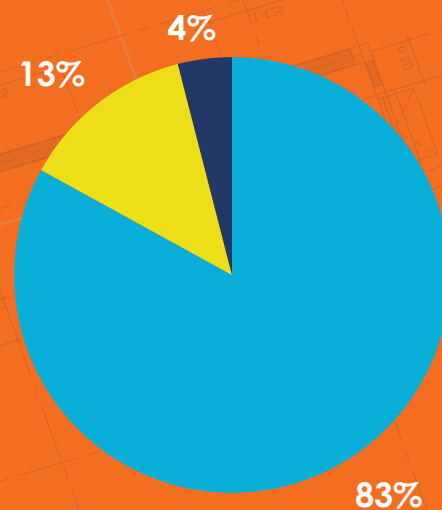
Year ended December 31, 2017 = \$7,952,288



Year ended December 31, 2018 = \$6,898,866



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



- Program services
- Management and general
- Fundraising

2018 KEYSTONE SOCIETY PARTNERS

DEVELOPERS CIRCLE (\$100,000+)

- Anhesuer Busch
- CohnReznick Group, PC
- IBEW / Electrical Connection
- TD Ameritrade

BUILDERS CIRCLE (\$50,000 - \$74,999)

- The Estate of George E. Grant
- KMOV Home 4 The Holidays:

Brown & Crouppen, Butler Supply, St. Louis-Kansas City Carpenters Regional Council, Clayco, Imo's, Koch Air, Mastercard, Regions Bank, TDK Technologies, Vatterot Education and USA Mortgage

- Spire

CARPENTERS CIRCLE (\$10,000 - \$24,999)

- Anonymous
- Michael and Patricia Heim
- Ashinger Electric Company
- Home Builders Association
- ArcBest
- Integra Group
- American Direct Marketing, Inc.
- Ladue Chapel Presbyterian Church
- TheBANK of Edwardsville
- Simmons Charitable Foundation
- Bonhomme Presbyterian Church
- To God's Glory
- Jo Ann Emmerich
- Travelers
- Employees Community Fund of Boeing
- United Church of Christ Congregations (UCC Churches)
- The Estate of Ida Esther Goff
- US Bank Foundation
- General Growth Properties
- The John M. Wolff Foundation

CREW MEMBERS (\$1,500 - \$4,999)

- Anonymous
- Edward O'Connor
- Ed and Brenda Alizadeh
- Pecha Family Foundation
- Roger and Susan Brown
- Allen L Piles
- Shirleen and Jerry Brown
- Rick and Mary Ann Roberts
- Anna Hart
- Ruth Siteman
- Andy and Anita Higginbotham
- Todd Smith
- Marc Hirshman & Karen Handelman
- State Farm
- Peggy and Mark Holly
- Jeffery St. Omer
- Richard Kantor
- Karen Strobach
- Linda Loewenstein
- Daniel and Terry Tate
- Joanna May Donor Advised Fund
- Pattye Taylor-Phillips
- Francis M Miezín
- Travis Roofing Supply
- Montgomery Bank
- Stephen and Mary Vierling
- David Morse
- The Von Gontard Family Foundation

ARCHITECTS CIRCLE (\$75,000 - \$99,999)

- Wells Fargo Advisors

CONTRACTORS CIRCLE (25,000 - \$49,999)

- Bank of America
- Mancehster United Methodist Church
- Realty Law Partners, PC
- Simmons Charitable Foundation

FRAMERS CIRCLE (\$5,000 - \$9,999)

- Ameren Missouri Charitable Foundation
- Anonymous
- Bodine Aluminum-Toyota Motor North America
- Boeing Company
- Brown & Crouppen
- Diann and Lance Cage
- ESCO Technologies Foundation
- James and Shanta P. Keeven
- Ladue High School
- Martha Kratzer
- Moneta Group
- Nidec Motor Corporation
- Opus Foundation
- Shirley B. and Donald J. Sher
- Daniel and Sallie Shipley
- The Carreden Group
- Carole A Voudrie
- Washington University Campus Chapter
- Bob and Kathy West

BUILDERS CLUB (\$1,500 - \$3,000)

- Genworth Mortgage Insurance Co.
- The Electrical Connection
- NewGround International
- Bradley and Heather Strahorn
- Wallis Companies





RESTORE SUSTAINABLE PRACTICES



DID YOU KNOW...



Habitat for Humanity Saint Louis' two ReStores have diverted more than 60,000 tons of materials from landfills? And 100% of our ReStore's profits provide financial support to Habitat Saint Louis. When you buy a bargain at our Restores, you support safe, affordable housing in our shared community.

EVERY YEAR OUR RESTORES, WE HAVE:



28,000
CUSTOMERS



7,400
DONORS



7,600+
VOLUNTEER HOURS



42
DECONSTRUCTIONS

Habitat Saint Louis has two convenient locations open to the public featuring new and gently used home improvement products and building materials. Our ReStores are dedicated to reusing and repurposing donated goods and diverting items from landfills in order to lessen our impact on the environment.

ReStore South Side
3830 South Grand Blvd.
St. Louis, MO 63118

ReStore Des Peres
2117 Sams Drive
Des Peres, MO 63131

RESTORE DONORS

All Metro Appliance
Arch Design
Benchmark Custom Home Builders
Bernstein Homes
Budget Blinds
Caplico
Chouteau Building Group
Concordia Publishing House
County Form and Supply
Frost Supply
Gateway Door
Higginbotham Custom Homes
Home Depot
I.S.M.
Impressions
Laclede Groves
Lawrence Group
Lowe's
Mattingly Lumber and Millwork
Metro Lighting

Meyer Contracting
Mid-Am America
Milford Plumbing
National Blues Museum
Natures Bakery
Renew Transfer
Rolling Ridge Nursery
Savvy Design
Schei Home Building Co.
Schneider Electric
Sears Home Improvement
SSM Health
Star Lumber
Superior Home Products
The Porch Gift & Wine Boutique
United Construction Resources
Villa Lighting
Virginia Title
Wilke Windows

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.



2018 BOARD OF DIRECTORS

Ed Alizadeh
Barb Anderson-Kerlin
Kim Bakker
Amy Berg
Marisa Botta
Jami Boyles
Roger Brown
Lance Cage
Natasha Das
Kay Gasen Thenhaus
Anna Hart
Tiffany Harvey-Horton
Marc Hirshman
Peggy Holly
Malaika Horne

Linda Loewenstein - President
Emily Martin
Linda Moen
John Parker
Nick Popielski
Carla Reid
Chris Roetheli - President Elect
Sarah Sise
Jeffrey St. Omer
Patty Taylor-Phillips - Secretary
David Wakeman
Nat Walsh
Bob West - General Counsel
Stephen Westbrook - Treasurer

"I participated in a couple build days over the years but it wasn't until I joined the Board of Habitat for Humanity Saint Louis that I came to understand the impact this organization has on our community. Habitat Saint Louis doesn't just build houses, we help people in need build their own home, their community, their family, and their future. It is so rewarding to see families thrive once they purchase their own home!

— Ed Alizadeh, President & CEO Geotechnology



SOUTH GRAND BY THE NUMBERS

Habitat for Humanity Saint Louis is extremely thankful for all of the time and resources our community partners committed to the construction of our new administrative building located at 3830 South Grand Boulevard.

We are so grateful to have this phenomenal asset we can use to continue serving our community and our mission of bringing affordable housing to all.



"I have enjoyed my tenure on the Board for Habitat for Humanity Saint Louis and felt that I was contributing to the organization. However, being able to offer assistance to them during the planning, design, and renovation of their new headquarters building was that much more satisfying. Committing the resources of S. M. Wilson's pre-construction and construction teams to deliver this time-sensitive project and do it within a very tight budget made me feel even more connected to Habitat Saint Louis and what we do for the St. Louis community."

— Amy Berg, President S.M. Wilson

Habitat for Humanity[®]

Saint Louis

Seeking to put God's love into action, Habitat for Humanity Saint Louis brings people together to build homes, communities, and hope. It is our goal to create a world where everyone has access to simple, decent, and affordable housing.



1.70 4.00 3.80

9.50

1

2

3

4