
HABITAT FOR HUMANITY SAINT LOUIS



 **Habitat for Humanity[®]**
Saint Louis

2021 **ANNUAL
REPORT**

LETTER FROM OUR CEO

Nothing worth having comes easy. The past two years have given all of us reason to fight for what is meaningful to us, and to prioritize what should matter most in our lives. For many of us, home and family have become more important to us than ever before. And building stronger families through affordable housing is what Habitat for Humanity Saint Louis is all about.

Becoming a Habitat Saint Louis homebuyer is definitely something worth having that doesn't come easy. Potential homebuyers must put in 350 hours of sweat equity, make a modest down payment, and commit to paying down an affordable mortgage before they can turn the key on their new home. One thing I've learned over the years as the CEO of Habitat for Humanity Saint Louis is that people are not afraid to roll up their sleeves to work hard for the outcome they want. Our partner families are strong, determined, and capable; so are people like you, who invest in our mission to build homes, communities and hope right here in our own backyard.

There were many challenges to being a non-profit homebuilder in 2021. Supply chain issues sometimes determined our construction schedule, as did ongoing pandemic social distancing measures, which often limited the number of volunteers, subcontractors, and staff we could have on the build site. Through it all, our community has adapted with us so we can continue keeping our promise to help low-income, hard-working families in St. Louis to build and buy their first home.

For every challenge, there was also something worth celebrating. **We broke ground in a brand new development in The Gate District** – an up and coming neighborhood on the south side of St. Louis, where affordable housing options are needed as never before. Six families were able to close on their Habitat Saint Louis homes, beginning a new life of greater financial and social stability, where they can get involved with their community, and their children will grow up feeling safe. Our Family Services department worked tirelessly with existing homebuyers in our program to ensure that they had the resources they needed to weather the pandemic; to date, not a single Habitat Saint Louis homebuyer lost their home due to the pandemic – and I'm so proud of our partner families for this accomplishment!

It is my privilege to be able to share the 2021 Annual Report with you. The successes outlined in the pages of this publication are made possible because you share our goal of creating a community where everyone has a safe, decent, affordable place to call home. Thank you for making our work possible, and for helping families of modest means in St. Louis to know the simple pleasure of *home*.



KIMBERLY MCKINNEY

HABITAT FOR HUMANITY SAINT LOUIS CEO

HOUSES UNDER CONSTRUCTION

BEVO MILL



GATE DISTRICT



LA SAISON





INDIVIDUALS SERVED



7,000+ - Calls from people seeking our assistance. For those callers who have determined they are ready to become homebuyers, we explain the steps needed to start the homebuying process and mail a pre-screen application to them. For those who feel they are not yet ready to become homebuyers or are searching for services Habitat for Humanity does not provide, we offer other available resources to steer them in the right direction



200+ - People who have gone through the pre-screen process and are working with our Family Services department to determine if homeownership through Habitat Saint Louis makes sense for them. Some may be working to improve their credit with one of our partner agencies; others may be ready to purchase a home through our programs, and are patiently waiting their turn. All of them are working closely with our staff to ensure that they will have the tools they need to succeed when the opportunity to purchase a home - whether through Habitat or other means - becomes available.



5% - The percentage of funding Habitat for Humanity Saint Louis receives from our parent organization, Habitat for Humanity International. We must raise 95% of the funding needed to build homes in our local community, and gifts given directly to the affiliate in St. Louis stay 100% in our regional economy.



1,700+ - The number of individuals who have found safe housing in one of more than 430 Habitat Saint Louis homes. Not only have these individuals found a secure, decent place to call home, they also found hope, independence, and social stability through Habitat for Humanity Saint Louis' homebuyer program.



6 - Families who closed on their homes in 2021. Before earning the keys to their new homes, homebuyers must complete a minimum of 350 sweat equity hours, make a modest down payment, and accept the responsibility of a 30-year affordable mortgage to complete the homebuying program

Architect's Circle \$75,000+

- Wells Fargo Advisors

Builder's Circle \$50,000+

- Anheuser-Busch Foundation
- Spire

Contractor's Circle \$25,000+

- Anonymous
- Bank of America
- James and Lionelle Elsesser
- Healthy Blue
- Manchester United Methodist Church - UMC Member
- United Church of Christ Congregations
- US Bank Foundation

Carpenters Circle \$10,000+

- American Direct Marketing, Inc.
- Ameren Missouri Charitable Foundation
- Anonymous*
- Employees Community Fund of Boeing
- Estate of Douglas E. Anders
- Habitat for Humanity International Cars for Homes
- Home Builders Association
- Martha Kratzer
- Ladue Chapel Presbyterian Church
- Linda and John Loewenstein
- Lux Living- Victor Alston
- Timothy Pfeiffer
- Daniel and Sallie Shipley
- Simmons Charitable Foundation
- Carole A. Voudrie

Framers Circle \$5,000+

- Agilis Systems, LLC
- Norma Anderson
- Arsenal Credit Union
- Nancy Bales
- Raymond and Barbara Balzer
- Bank of Springfield
- Mark and Deborah Beckmeyer
- Brentwood Congregational Church
- Brown & Crouppen
- Diann and Lance Cage
- The Carreden Group
- Clayco
- ESCO Technologies Foundation
- Evangelical Congregation of the Redeemer
- Michael Heim
- Mark and Peggy Holly
- Philip G Hulse
- Imo's Pizza Corporate
- Mid-America Carpenters Union
- Steven and Elizabeth Mills
- Opus Foundation
- Allen L. Piles
- Rick and Mary Anne Roberts
- Save A Lot Ltd
- St. Louis Philanthropic Organization
- Target Circle
- Trane
- USA Mortgage
- Vinebrook Homes
- Raymond R. Van de Riet, Jr
- Edward and Lynn Wakefield

Crew Member \$1,500+

- | | | |
|---|---|--|
| <ul style="list-style-type: none"> • Ed and Brenda Alizadeh • Anonymous* • Rob Anderson • Ronald Bay • Joan and Jim Bates • Amy Berg • Kathy Berg • Thomas Biermann • Shirleen and Jerry Brown • William F. and Louise C. Bullock • Jim Del Carmen • William and Geraldine Campbell • Patricia Doyle • Kurt Esker • Richard Ellerbrake • Faith Family Future • Daryl Gourley | <ul style="list-style-type: none"> • Greater Saint Louis Community Foundation • General Growth Properties • Green Family Foundation • Ray and Frances Hagrman Charitable Fund • Elizabeth Harding • Marc Hirshman and Karen Handelman • Howard Charitable Gift Fund • Joanna May Donor Advised Fund, A Donor Advised Fund of Renaissance Charitable Foundation • Lynne Johnson • Carol Kohfeld and John Sprague • Robert W. Lindecke • Mr. Robert Lorah • Philip and Jeanne McDermott, Jr. | <ul style="list-style-type: none"> • Francis M. Miezín • Linda L. Moen • Montgomery Bank • OCL Lighting • Edward O'Connor • Roeslein & Associates • Chris and Abby Roetheli • Steven Scott • John Short • Todd and Laura Smith • Jennifer Sprague and Joseph Ippolito • Joseph and Patricia Siemer • Simpson Strong-Tie • Lauren Talley • Pattye Taylor-Phillips and Matt Phillips Sr. • To the Glory of God • Richard Vierstra |
|---|---|--|

*Denotes multiple anonymous donors.

IN-KIND DONORS

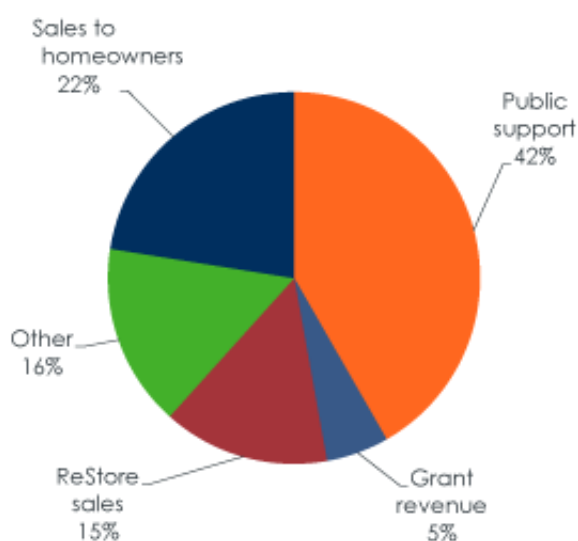
- Alpha Fence & Deck Systems
- ASERusa
- Brittany Sheffer, Peace Love Sold Properties
- Cree Lighting
- Jamey Edgerton
- FCI Greenville
- IBEW, Local No. 1
- Levolor - GIK Vendor
- Malarkey Roofing Products
- Trane
- Whirlpool Corporation



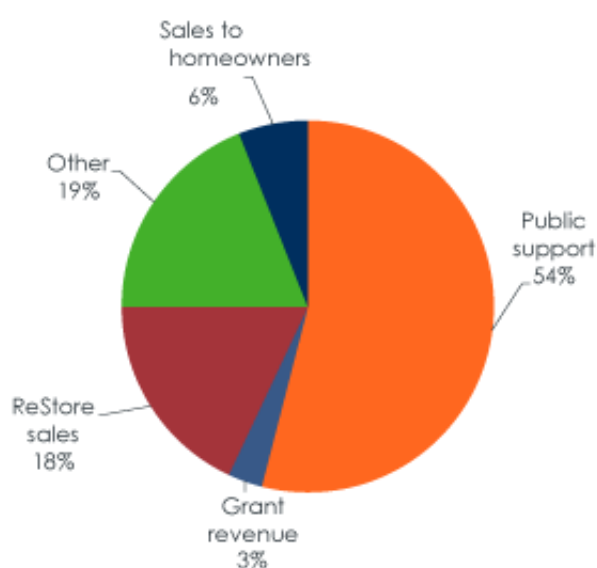
EXPENSES AND REVENUE

NET ASSETS: \$10,212,441 | SUPPORT & REVENUE: \$6,888,677 | EXPENSES: \$6,583,111

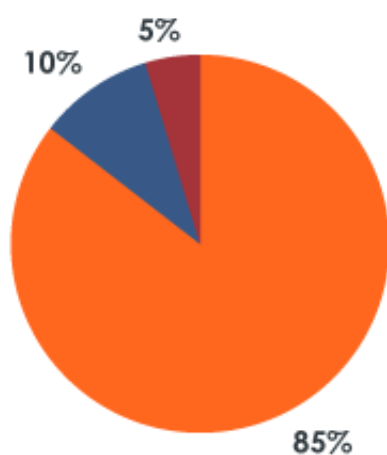
Year ended December 31, 2021 = \$6,888,677



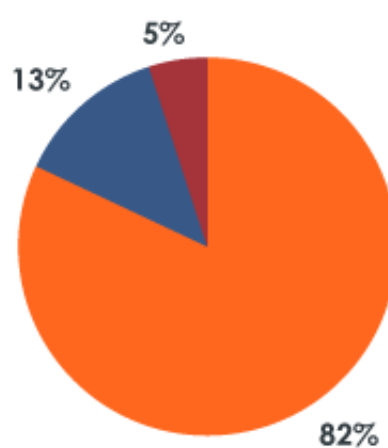
Year ended December 31, 2020 = \$4,464,318



Year ended December 31, 2021 = \$6,583,111



Year ended December 31, 2020 = \$4,561,635



- Program services
- Management and general
- Fundraising

VOLUNTEERS BY THE NUMBERS

CONSTRUCTION

- 403 Volunteers
- 5,285 hours completed
- ~ \$150,833.90 estimated value*

NON-CONSTRUCTION

- 289 Volunteers
- 2,512.75 hours completed
- ~ \$71,713.89 estimated value*

*Value of services based on the Independent Sector and the Do Good Institute's value of a volunteer hour for 2021 (\$28.54).



BOARD OF DIRECTORS

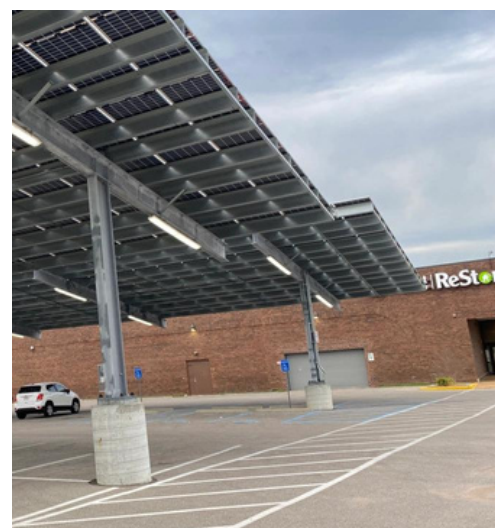
- Subash Alias
- Ed Alizadeh
- Rob Anderson (Treasurer)
- Kim Bakker
- Amy Berg (EC President Elect)
- Marisa Botta
- Jared Boyd
- Lance Cage
- Jim Del Carmen
- Jamey Edgerton
- Todd Gibson
- Matt Guymon
- Anna Hart
- Tiffany Harvey-Horton
- Malaika Horne (EC) At Large
- Phil Hulse
- Emily Martin
- Linda Moen
- Kimberly Moore
- LaDawn Ostmann
- Chris Roetheli
- Steven Scott
- John Short (EC) At Large
- Flyod Simms
- Lauren Talley
- Patty Taylor-Phillips (EC) Secretary
- Josh Udelhofen
- Nat Walsh
- Stephen Westbrooks (EC) President
- Paul Woodruff



GROWING SOLAR WITH AMEREN MISSOURI

Ameren Missouri pursued multiple opportunities to expand renewable energy generation and installed solar facilities in underutilized locations.

Ameren Missouri's first site built under their "Neighborhood Solar Program" is located at Habitat for Humanity Saint Louis headquarters and our ReStore South Side in South St. Louis. Three canopies provide shade and cover for Habitat Saint Louis' operations. The site went into service in August 2021.



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 safe, decent, and more importantly, affordable housing.