



**Habitat**  
for Humanity®  
of Greater Charlottesville



Volunteer  
Advocate  
Donate

2015 ANNUAL REPORT

“

If I have seen further,  
it is by standing on the  
shoulders of giants. ”

SIR ISAAC NEWTON



Dear Friends,

Indeed, all of us working or volunteering for Habitat today are blessed to stand on the shoulders of those who came before us. When Habitat for Humanity of Greater Charlottesville was founded in 1991 by a committed group of volunteers—dogged in their quest to help Phyllis Meredith build the home of her dreams—no one could have imagined where we would be now. Twenty five years and more than 170 new Partner Family homes later, we have created an entirely new national paradigm for affordable housing in inclusive, mixed-income communities.

Over the course of the past quarter century, more than 18,880 volunteers and 7,100 financial supporters have answered the call and helped change the life trajectory of our Partner Families, themselves contributors of more than 40,000 hours of sweat equity.

Thanks to your efforts, families like the Coles will never suddenly have to move again when their rent increases. The Miranda children will thrive in vibrant, mixed-income communities like Sunrise, where they can ride their bikes and play outside with friends. And Phyllis Meredith will be able to enjoy her retirement in the home where she raised her two sons.

We can't stop now.

Where we once struggled to build a home every couple of years, we are now building 20 annually in wonderful mixed-income communities. And, at Southwood, we are working side-by-side with the 1,500 community members to help create a redevelopment plan based on their needs, desires, and abilities. Southwood is one of the nation's best chances to get it right, to provide beautiful, affordable housing as part of inclusive mixed-income neighborhood revitalization.

Please help us expand our impact this year.

Can we count on you to swing a hammer, or advocate for a family, or make a financial contribution? When you support our wonderful, hard-working Partner Families, you help make this a better Charlottesville for everyone.

Best,

**DAN ROSENSWEIG**  
President & CEO



## Mission

Habitat for Humanity of Greater Charlottesville works to create simple, decent, affordable housing in partnership with low-income families, volunteers and the communities of Greater Charlottesville.

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“

Our home will be a place to create memories that will last a lifetime.

Every time the rent increases, we move. Where we live now we don't have enough space, the girls share a room and our son sleeps with us. The kids are getting older and they need their own space to grow and be themselves. When we found out we were accepted into the Partner Family program, I ran outside and screamed for joy—the kids ran out after me and we were all jumping up and down!

**We can't wait to have a stable home for our kids, somewhere we'll never need to move from again.** Our kids will have friends in the neighborhood, and we'll be able to sit on the front porch and watch them play outside. I'm already planning to bake a welcome pie every time a new neighbor moves in! Our home will be a place to create memories that will last a lifetime.

**TIFFANY COLES**

*Habitat Partner Family and mother of Ca'Miera, Devin and Ni'Emah (pictured)*

”





My favorite part about volunteering with Habitat is getting to know the Partner Families as you work alongside them to build their homes.

Habitat's commitment to making homes affordable while also engaging with the communities where they are building is admirable, and I am inspired by the Habitat crew, donors, and the families who dedicate their time, resources, and efforts to this endeavor.

**BRIANNA HOGAN**  
*University of Virginia Student, Habitat Volunteer*



## Volunteer

Volunteers are the engine of Habitat. And swinging a hammer on the construction site isn't the only way you can get involved. In 2015:

**2,333**  
volunteers worked

**41,521**  
hours on the jobsite, at the Store and in the Habitat office, contributing

**\$1,026,783**  
in labor savings

## Expanding the Impact

Supporting the Habitat Store also plays an important environmental role. Seventy percent of all merchandise is donated or recycled, saving an estimated 2,200 tons of materials from reaching local landfills.



We loved standing side by side with Partner Families as advocates.

The best part was witnessing the joy it brought the family to achieve their dream of home ownership. Being an advocate is a very rewarding experience, and so much fun.

**JIM AND WENDY CRAIG**  
*Partner Family Advocates*

## Advocate

Thanks to your support, Habitat has launched a new approach to community building called Community Conversations. Over the course of ten months, families and individuals who have selected to live in the same neighborhood get together to talk about what it means to build community. By sharing their dreams, aspirations and abilities, they build friendships before construction of their homes has even begun. In 2015:

- 75** Habitat staff, supporters + volunteers facilitated
- 15** Community Conversations sessions with
- 57** Partner Family members

## Expanding the Impact

In April 2015, Habitat hosted 150 local non-profit, government and community leaders for a crucial conversation about how to best work side by side with the neighborhoods we serve. The event featured special guest Angela Blanchard, President/CEO of Houston's Neighborhood Centers Inc. Ms. Blanchard is widely recognized for her work infusing the methods of Appreciative Inquiry into neighborhood initiatives, helping community members take ownership of their own destiny.



This house is the greatest blessing of our life.

When I write my donation check to Habitat each month, it's my way of staying connected to the gift I was given. We have limited means, but our gifts come from the heart. I only wish I could give more—and I hope that I will in the future.

**IRIS COX**  
Habitat Homeowner and Donor

## Donate

By donating to Habitat, you provide a “hand up” to our families. It is through the generosity of friends like you that we are able to increase our impact. Your gift makes dreams come true and helps build a better Charlottesville. In 2015:

**\$971K**

worth of in-kind donations augmented the

**\$1.17M**

in monetary gifts, contributed by more than

**1,000**

individual donors and foundations

## Expanding the Impact

This year an anonymous donor gave \$50,000 to Habitat to build a home in honor of Pope Francis for his commitment to social justice and the reinvigoration of the Catholic Church. In addition to furthering Habitat's mission of building and preserving homes, the Pope Francis Home provided a unifying, celebratory opportunity for both Catholic and non-Catholic volunteers to work towards a common goal.



## Homeowner Story

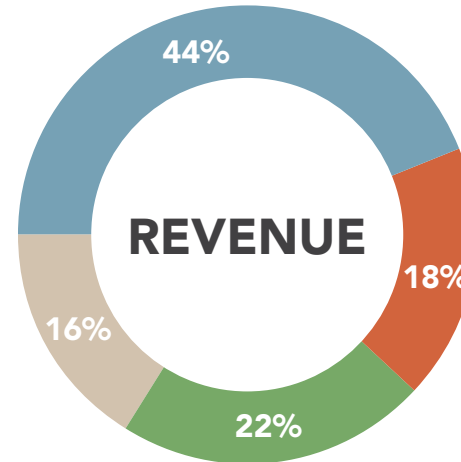
Summer is the best time of the year at Sunrise...all of the neighborhood kids play outside in the big backyard and ride their bikes together. Everything has gotten better now that we own our own home. Before we all had to share a bedroom, and now the kids have their own spaces to grow and learn. Plus, I've finally been able to start saving money. I'm just so grateful to Habitat for this opportunity. It has changed our lives!

WENDY MIRANDA  
Habitat Homeowner



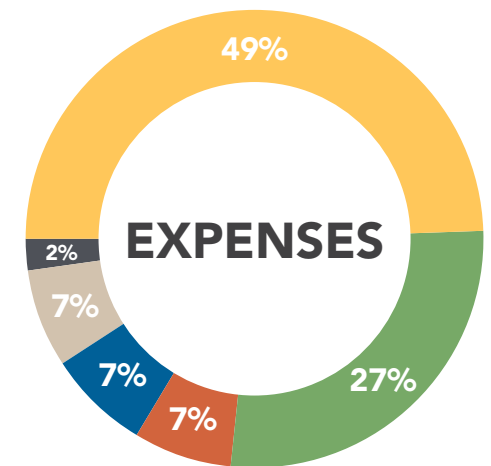
## 2015 Financials

(Inclusive of Core Operations, Sunrise, Southwood and the Habitat Store)



Partner Family Mortgages & Other Income (rent, lots sales, store proceeds, etc.)	2,317,000	44%
In Kind Donations (materials, in-stock store inventory, land, etc.)	971,000	18%
Private Donations (individual donors, sponsorships, grants, etc.)	1,171,000	22%
Government Grants	844,000	16%
<b>TOTAL</b>	<b>5,303,000</b>	<b>100%</b>

Program	2,514,000	49%
Construction in Progress (CIP)	1,391,000	27%
Land Costs	355,000	7%
Management	360,000	7%
Development/Events/Communication	362,000	7%
Debt Service	113,000	2%
<b>TOTAL</b>	<b>5,095,000</b>	<b>100%</b>



# Thank you for your generosity.

Your support is helping to transform the lives of hard working local families!

## DIAMOND DONORS \$10,000+

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"I got my strength from watching my mom work so hard, and still struggle to provide for me and my sister. I want to break the cycle."

## SHYMORA COOPER Partner Family

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BLUE: 15+ gift donors

GREEN: 10-14 gift donors

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"Anyone I meet, I tell them that it is hard work to be a Habitat partner family, but you will be supported and loved every step of the way."

## JOHANNA VELASQUEZ Habitat Homeowner

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"Habitat is giving me the chance to make my dreams come true—to provide stability for my children."

## BRITTNEY ALLEN Partner Family



- |                                     |  |                                |  |
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“Community is working together and trying to build our dreams together. Now, the people in Southwood have a sense of hope.”

**JUAN GARZA**  
Southwood Community Member

- |                                       |  |                                  |  |
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| Francis and Rosanna Lavin             | Scott and Beth Solak                       | Bradley Armstrong                | Lawrence Burwell                           |
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“When I started working with Habitat it was like a dream for me. I worked so hard and now my dream has come true!”

**HADI MOHAMMIDI**  
Habitat Homeowner

- |   |                                     |                                    |
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“We have a lot to look forward to now that we didn't before. We are so thankful to be home.”

**PHYLLIS TURNER**  
Habitat Homeowner

- |                             |                                  |                                |                             |
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“It feels good to be working toward a goal, a light at the end of the tunnel. And you have people around you who encourage you. It makes you feel like you’re walking tall.”

**TIM TURNER**  
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**BLUE:** 15+ gift donors

**GREEN:** 10-14 gift donors

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## 2016 In Focus

### PROJECT 20

With your support our impact is growing. In 2016 we will work side-by-side with 54 future homeowner families to build homes in our 5th, 6th and 7th mixed income communities. The 20+ homes to be completed this year will provide affordable homeownership opportunities to hard-working local families in wonderful, diverse neighborhoods like Burnett Commons III: The Park in the city and Wickham Pond in Crozet.

### SOUTHWOOD

At the same time that we fulfill our Project 20 promise to the community, we will be intensifying our redevelopment efforts at the Southwood Mobile Home Park, this region's greatest remaining opportunity for inclusive, affordable housing and mixed-income neighborhood revitalization. We are currently working with "early adopters" at Southwood to help them imagine and plan a first, model village to serve as a prototype for the larger redevelopment.



## Celebrating 25 Years

In 2016, we are thrilled to celebrate 25 years of service to the community. Habitat for Humanity of Greater Charlottesville was founded in 1991 by a group of dedicated volunteers who were committed to helping Partner Families achieve their dreams of home ownership. Twenty five years later, we have built more than 170 new Partner Family homes and safely housed 2,000 neighbors thanks to the commitment and dedication of more than 18,880 volunteers and 7,100 financial supporters.

The attached pull out page highlights the accomplishments of the past 25 years. We hope it will inspire you to continue investing in Partner Families and working with us as we look for creative ways to exponentially expand our impact over the next 25 years.

## 2015 By the Numbers

**26**

new Habitat homes under construction

**2,000**

local low-income residents housed affordably

**\$1.14**

million gross sales at the Habitat Store, a continuous source of revenue for homebuilding

**\$490K**

in labor savings contributed by volunteers on the construction site

**897**

volunteers donated their time to the Habitat Store

**3,860**

sweat equity hours have been completed by Partner Families

**Habitat for Humanity of Greater Charlottesville**

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celebrating  
**25**  
years of **1991**  
building dreams

**How will you help us expand our impact  
in our 25th year?**

**SINCE 1991**

**170+**  
new Habitat  
homes built

**\$16.8**  
million saved in  
home equity and  
mortgage savings