

every one

can impact the future

Annual Report 2015-2016



every gift has an impact

Every day you volunteer, every dollar you give, every time you advocate for Twin Cities Habitat for Humanity, you make a difference in our community. Thank you!

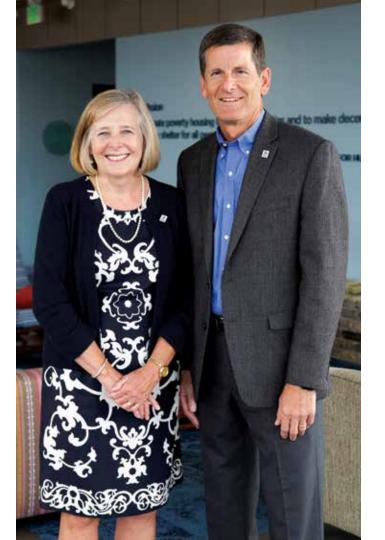
Your impact is real and grows greater over the years. Affordable homeownership is a game changer that creates opportunity for parents, stability for children, and strength for neighborhoods. Your impact multiplies with each generation that benefits from owning a Habitat home.

Right now we are making big, bold innovations at Twin Cities Habitat to more than double the number of families we partner with to achieve homeownership each year. It won't be easy, but it is definitely necessary. It's going to take all of us stepping up and saying "I can do more."

Multiplying Habitat homeownership opportunities is the #1 goal of our new strategic plan Impact 2020 (full list on opposite page). The amazing support Twin Cities Habitat enjoys from you is the reason we can dream big and promise more families that we will partner with them in the years ahead.

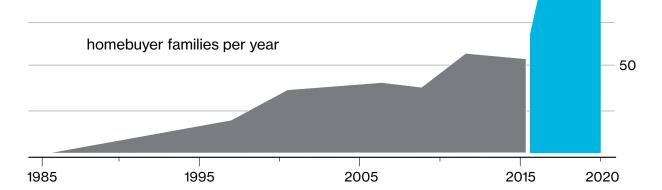
President & CEO

Barry Mason Chair, Board of Directors



Impact 2020 4-year goals

- More than double homebuyers over four years, up to 500 families, 2,500 family members
- Create Home Loan Impact Fund 2020 to finance affordable Habitat mortgages
- Reduce the Twin Cities racial disparities in homeownership
- Recruit volunteers to fill 120,000 work days
- Partner with 320 low-income homeowners on paint and repair work
- Expand neighborhood revitalization work in Minneapolis and St. Paul
- Pilot Age in Place program for low-income homeowners
- Open additional ReStores to fund Habitat's mission
- Inspire more Habitat Housing Hero advocacy actions
- Increase support of Habitat's global mission by 25%



100

Each of Juanita and Jacques' children is now either in college or working full time. 92% of Twin Cities Habitat homeowners have had an adult return or make plans to return to school Source: Impacts of Habitat for Humanity Homeownership from Wilder Research and Habitat for Humanity of Minnesota.

every dollar is a smart investment

Owning a home with a payment that is affordable impacts a family for generations. It means parents have money left to buy nutritious food and cover medical costs, and kids have a safe place to study at night. Jacques and Juanita, who bought their Habitat home in 1995, say "It's like these doors open up for you." Their family saved enough money for Juanita to go back to school and finish her degree at the University of Minnesota. They instilled a great work ethic and love for learning in all five of their children.

"I've seen too many friends fall off the road," their daughter Shauna says. "They didn't have that stable place to start their lives. They didn't have the blessings and opportunities I had because of what Habitat did for my family." Shauna is now at Lawrence University in Wisconsin, on a full academic scholarship. "My family had the opportunity to buy a home, and that made all the difference."

More than 1,100 families have purchased Twin Cities Habitat homes. Their foreclosure rate is below 1% annually because these families are prepared for success with extensive training and an affordable mortgage. Your gift makes this possible—it's an investment that creates great returns for our entire community for decades to come.

every family deserves a little space

Jeng and Pang's family was living with Jeng's father—13 people in one home—before they partnered with Twin Cities Habitat.

"There was no place to find privacy or quiet," Pang says. "My son said it was too loud and that he couldn't study." There was no place for Pang or Jeng to study either. Jeng was working on his associate's degree and Pang was completing her bachelor's in business.

Since buying the Habitat home they helped build in the Jordan neighborhood of North Minneapolis, the family finally has room to study, room to play, and room to be together. But the impact goes much deeper.

"We've met a lot of our neighbors," Pang says. "We already feel welcomed in the neighborhood and a part of the community."

"And our children have a safe, stable home to grow up in. Our home will be a foundation for our children to build strong futures on."

Reflecting on all the volunteers who helped him build his home, Jeng says, "It really means so much that so many people were willing to work so hard and use their time to help a family like ours. They changed everything for us."





every neighborhood deserves investment

Twin Cities Habitat builds and sells homes in communities across the seven-county metro area, because every family deserves to have both choice and opportunity when it comes to housing. But a deeper commitment is needed in some places.

Since 2011, Habitat has targeted additional resources to partner with residents in the Jordan neighborhood of North Minneapolis and St. Paul's Frogtown neighborhood.

By listening to residents and partnering with them, Habitat can support neighborhood efforts to raise everyone's quality of life.

Through neighborhood revitalization we

- build and repair homes
- clean streets, alleys and vacant lots
- install safety lights
- plant trees
- bring neighbors together

By supporting Habitat, you are helping bring communities together. These partnerships expand our impact beyond a single home and a single family to help revitalize entire neighborhoods block by block.

RESULTS IN FROGTOWN FOCUS AREA, ST. PAUL

- · Vacant buildings down from 33 to 15
- 84% of residents are satisfied with the neighborhood

RESULTS IN JORDAN FOCUS AREA, MINNEAPOLIS

- Vacant lots/homes down from 36 to 17
- Dozens of tornado-damaged homes repaired
- · 79% of residents are satisfied with the neighborhood

one gift changes two families forever

Just before Christmas last year, Dave and Nicole wanted to use the season to give their kids hands-on experience with philanthropy. They were considering different nonprofits to partner with as a family and since Dave has been a long-time volunteer, they decided to bring their two school-aged kids to Twin Cities Habitat's offices.

The family, including the kids, came prepared with good questions: How do Habitat families get selected? How do you know they can afford their mortgage? What are Habitat's fundraising costs?

Once all their questions were answered, the family met privately and quickly concluded they wanted to make a gift to build an entire Habitat home.

Nicole said she sees how hard families work to provide stability for their children and how Habitat helps to break the cycle of poverty. "Children naturally have empathy," says Dave.

"But it can get lost along the way when they feel overwhelmed from the amount of need in the world. It is easy to feel like nothing you do will make a difference." Dave, Nicole, and their kids were looking for an opportunity to see and feel a tangible outcome.

"It's about being an example," adds Nicole. "It's do as I do, not as I say."

The family wasn't finished doing. Over the summer, they brought together friends and relatives to volunteer on the home. Their son and daughter, who were too young for construction work, helped by building chairs and storage boxes to sell at the Habitat ReStore.

"It really opened my eyes," says their daughter.

"It was really cool to help in our own special way," adds their son, "and seeing everyone work together as a team was great."

Later in the summer, on a hot August day, they got to meet Ahmed, whose family would be buying the home. Everyone was emotional as Ahmed shook each of their hands and thanked them profusely. He told Dave and Nicole and the kids about his plans to send each of his seven children to college. "This house will change our whole life from negative to positive—thank you."

Dave understands the effect. "It's a value proposition," he says. "The impact by partnering with a family like Ahmed's is difficult to surpass."

"We've been fortunate," Dave told Ahmed. "You are the ones working hard for this home, working hard to be great citizens. There isn't anything that we've done that's been as meaningful to our family as this."

"It's probably the best single investment we've made."









every volunteer makes a difference

This year, 2,944 volunteers helped the New Brighton ReStore process 9,514 donations, which kept 692 tons of building materials out of landfills and created \$1,066,531 in sales to support Twin Cities Habitat families.

The new ReStore at 2700 Minnehaha Avenue in Minneapolis opened in September 2016—so even more volunteers are needed now!

Volunteers helped complete 121 paint and repair projects this year in partnership with low-income homeowners through *A Brush with Kindness*.



More than 16,000 people volunteered with Twin Cities Habitat this year—completing more than 30,000 volunteer days. Each of the top five construction volunteers this year works on the 3Mgives Habitat Project crew.

TOP CONSTRUCTION VOLUNTEERS (DAYS)

Jim Ramberg	.119
Tom Malone	. 99
Lou Cristan	. 94
Jim Selchow	.90
Rodger Pereyra	. 86

TOP RESTORE VOLUNTEERS (DAYS)

Tom Melena	168
Kim Griffin	. 98
Myles Koshiol	. 58

TOP OFFICE VOLUNTEERS (DAYS)

	,
Jerry Cromer-Poiré	73
Evalynn Hubler	59
Jack Shea	44





Accounts Payable	\$812,118
Accrued Expenses	739,546
Credit Line Outstanding	747,749
Long-term Debt Net of Unamortized Discount	40,587,399

Total Liabilities.		\$4	2 886 812
iotai Liabilities.	 	 	2,000,012

Net Assets

Land & Acquired Property......2,837,726 Building Materials......505,078

Mortgages Receivable Net of Unamortized Discount.......43,938,282

Restricted & Unrestricted	 31.498.760

Total Liabilities & Net Assets	¢74	205 57
IUIAI LIADIIILIES & NEL ASSELS	7/4	,305,57

See www.tchabitat.org/ar for all financial statement filings

Statement of Unrestricted Activities

Unrestricted Revenues

Total Unrestricted Revenues	19,834,579
Houses Sold & Financed by Habitat	<u>6,714,785</u>
Other Income	710,394
Total Contributions and Grants	12,409,400
In-Kind Materials, Services & Land	<u>1,559,662</u>
Cash, Pledges & Grants	\$10,849,738
Contributions	

Unrestricted Expenses	
Program Services	17,238,660
Management & General	659,823
Fundraising	2,184,046
Total Unrestricted Expenses	<u>20,082,529</u>
Operating Net	(247,950)
Interest Rate Discounting & Amortization Net	(364,199)
Capital Contributions	4,634

Change in Unrestricted Net Assets.....(\$607,515)

MEETS STANDARDS



Service area: Twin Cities seven-county metropolitan

Expenses Overview



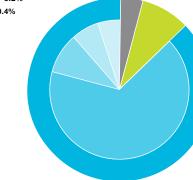
Creating	Homeownership -	64	.8%

	Financing	Homeownership	- 10.2%
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Pr	eserving Homeownership -	5.99
O Co	ommunity Engagement - 5.	5%









A Community of Givers

Giving Period: July 1, 2015-June 30, 2016

As a contributor, you are at the heart of our mission. We thank you for your generous, continued support. Every gift is precious. This year 5,812 donors gave financial and in-kind gifts of up to \$1,000. Together they contributed \$797,650. Twin Cities Habitat for Humanity is thankful for this broad community of supporters who seek a world where everyone has a decent place to live.

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Builder's Circle

Thank you to this group of individuals and family foundations for building a brighter future for families, and transforming communities with annual gifts of \$1.000 or more.

\$250,000+

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"We are proud to support such a great cause. Helping a family that would not otherwise have a home will provide a solid base for a lifetime! Habitat simply has a great formula for success."

– Dan and Kris May, AdvisorNet CEO and donors since 1997

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Christ The King Catholic Church

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International Orthodox Christian Charities

Messiah United Methodist Church

North Como Presbyterian Church

Our Lady of Grace Catholic Church

Our Savior's Lutheran Church - Circle Pines

Redeemer Lutheran Church - Wayzata

ricuccinci Lutilician Ondion - wayzate

Redeemer Lutheran Church - White Bear Lake

Shepherd of the Hills Lutheran Church

St. Stephen Lutheran Church

New Brighton United Church of Christ

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Valley of Peace Lutheran Church

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Presbyterian Church of the Way

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St. John The Evangelist Episcopal Church

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"We are called by God to help those less fortunate or those in need. Volunteering is a part of that call." – Tim Mueller, Faith Builders Crew Volunteer

Immanuel Lutheran Church

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EpiscoBuilders

Church of the Epiphany

St. Alban's Episcopal Church

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This year, Twin Cities Habitat used a \$100,000 matching grant from the Richard M. Schulze Family Foundation to leverage enough funds to launch 20 families into affordable homeownership.

- St. Edward's Episcopal Church
- St. Martin's By-the-Lake Episcopal Church
- St. Martin's Foundation
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"When we leave this life our "property" should be recycled to serve a higher purpose. That's why we have set up our trust to fund the foundations we believe in, such as Habitat for Humanity." - David & Peggy Engh, 3Mgives volunteers, donors

~ = deceased

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Build your legacy and become a Legacy Circle member by including Twin Cities

Habitat in your will or estate plans.

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The Otto Bremer Trust made a \$1,000,000 program-related investment in Twin Cities Habitat. The money created affordable Habitat mortgages that helped inform the expansion of Twin Cities Habitat's homeownership program.

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Thank you to this group of recurring monthly givers for supplying core funding that allows Habitat to more adequately budget and plan for the continuous need for affordable housing.

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"By staying local, I am putting back into the place I live. It feels good to be able to take care of the people in my own community." - Lois Humbert, Carpenter's Club Member

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