



Austin
Habitat
for Humanity®

2018 Annual Report





**Phyllis
Snodgrass**

A message from our CEO

OUR MISSION

Through faith in action,
Austin Habitat for
Humanity brings people
together to build strong,
stable and self-reliant
communities.

Building homes and communities that will make an impact for years to come.

When I reflect back on FY2018, both the challenges faced and the wins celebrated, I am struck by the sheer determination of our team. We have a group of hardworking professionals who are always looking forward, finding new and exciting opportunities to collaborate and seeking to serve our community in the best way possible. Looking to the needs of the future, we raised the bar at our annual Blueprints and Blue Jeans fundraiser, doubling revenue year over year! We have invested those funds in the purchase of 11 townhome lots in the coveted Mueller subdivision.

Ever mindful of the need to build more homes than our current land pipeline allows, we forged a collaboration with Guadalupe Neighborhood Development Corporation (GNDC). We partnered with GNDC to build four net-zero homes in their Guadalupe-Saldaña community land trust in east Austin. The forward-thinking, cutting-edge techniques our construction team utilized on these builds resulted in homes where the families make money on their utility bills, and earned us the Green Homebuilder of the Year Award from the Austin Business Journal. We also completed infrastructure development in our Scenic Point community, where we will be building out a 67-home subdivision over the next five years.

In addition to designing and building affordable homes, we also took the lead on uniting Austinites around the cause of affordable housing through our efforts to secure the passage of Prop A – a \$250 million City of Austin affordable housing bond which passed in November 2018. It was because of your support at the ballot box we were recognized at Habitat on the Hill by Habitat for Humanity International for our advocacy efforts.

Building on our regional expansion that started in late 2017, in early 2018 we officially announced the merger of the Austin and San Marcos Habitat for Humanity organizations. This kicked off our efforts to increase affordable home production in Hays County through land acquisition and fundraising. To help cement our presence in the region and support our ongoing work there, we opened a second ReStore location in San Marcos in December 2018. This second location is a part of our strategic plan to build out five ReStores in our five-county region, generating revenues to support our growth as we plan to build more affordable communities for more families in the future. In fact, our flagship ReStore at 500 W. Ben White Boulevard, which was the first of its kind in the country when it opened on Comal Street in 1992, became the top-grossing ReStore in the nation in 2018. The continued growth and success of our ReStore operations will allow us to better serve our communities and ensure all donations received go directly to support our mission.

Every day you volunteer, every dollar you give, every donation you provide to the ReStores, every time you shop with us, and every time you advocate for Austin Habitat for Humanity, you make a real difference in the lives of hardworking Central Texas families. We thank you for your contributions and service that positively shapes the lives of our homeowners for years to come.

With Gratitude,

Phyllis Snodgrass



Meet Jessica Foster - Habitat Homeowner

Jessica Foster moved to Austin, Texas, from Washington in 2012 to attend St. Edward's University for Art Education. After graduating, Jessica got a job as the art teacher at Barbara Jordan Elementary School, a Title I low-income school in east Austin and fell in love with the city. Her favorite thing about Austin is her students, without a doubt. Unfortunately, like so many other teachers, Jessica was spending over a third of her income on housing. She lived in a 400-square foot studio that was cramped, uncomfortable, and sometimes filled with tree rats who found their way in through the walls, and she was forced to move every year due to rent increases.

In 2018, thanks to the incredible Austin Habitat for Humanity community, Jessica built her home alongside partners, sponsors, volunteers, and Austin Habitat staff. After moving into her new home Jessica shared what her home and Austin Habitat means to her, "I walked to work in 7 minutes. I know the name of my mail carrier. My new future neighbors text good morning and rang my doorbell for help jumping their car. You built more than a house, you helped me build a better quality of life. You are building more than the Scenic Point neighborhood, you are building a strong community of kind, diverse, and hardworking families and individuals."



Our Programs



NEW CONSTRUCTION | Austin Habitat for Humanity builds new homes in partnership with qualifying partner families and the community in Bastrop, Blanco, Caldwell, Hays, and Travis counties. The homes are sold with an affordable mortgage to provide families the opportunity to be successful, long-term homeowners. This program is not just about owning a house, it's about having a home, building communities, and providing a platform for success.



HOUSING COUNSELING | Our Housing Counseling Program works with individuals and families from the general public to help them gain financial stability. This program fosters financial management skills including repairing credit, reducing debt, adhering to a budget, preventing foreclosure, avoiding predatory lending practices and more.



RESTORE | Austin Habitat for Humanity opened the nation's first ReStore, a discount home improvement store and donation center, in 1992, to support its affordable housing programs. With stores in Austin and San Marcos, the ReStore sells new and gently-used furniture, appliances, flooring, cabinets, doors, windows, home décor, and more to the public at reasonable prices.



HOME REPAIR | The Home Repair Program fills an important need by alleviating substandard living conditions for homeowners and their families through critical home repairs. This program typically serves seniors, veterans and people with disabilities who have limited resources to complete the repairs themselves, helping them remain independent.



HOMEBASE | HomeBase is a 501(c)(3)m subsidiary organization of Austin Habitat for Humanity. As a supporting entity, HomeBase enables Austin Habitat to expand upon the traditional Habitat model utilizing private-sector partnerships to deliver a higher volume of affordable housing for Central Texans. Additionally, by serving as the income-qualifying agency for HomeBase families, HomeBase utilizes these relationships to further increase our impact.



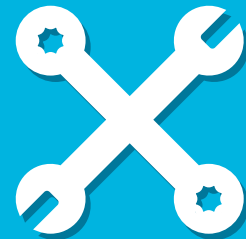
ADVOCACY | Austin Habitat for Humanity is at the forefront of policy and research around affordable housing and community development. As a voice for those in need of safe and affordable housing, we partner with multiple government, non-profit and community entities to reform laws and policies in a non-confrontational, non-partisan way.

14

HOMES
BUILT



445 HOMES
BUILT SINCE
1995



20 CRITICAL
HOME REPAIRS

\$\$\$

\$1,913,897 IN
VOLUNTER
LABOR



11,458
VOLUNTEERS



77,517
VOLUNTEER
HOURS



678
INDIVIDUALS
COUNSELED



23 FAMILY
MEMBERS
MOVED IN



9 HOMES
CLOSED

\$790,920.76 IN PROPERTY TAXES
PAID BY OUR HOMEOWNERS



SECOND ReSTORE LOCATION IN SAN MARCOS OPENED

BETWEEN OUR AUSTIN &
SAN MARCOS ReStore LOCATIONS...



17,783
DONATIONS
RECEIVED



\$4.4
MILLION
IN SALES



3,790,901
POUNDS
DIVERTED



28,623,346
POUNDS
DIVERTED
FROM
LANDFILLS
SINCE 1992

#1

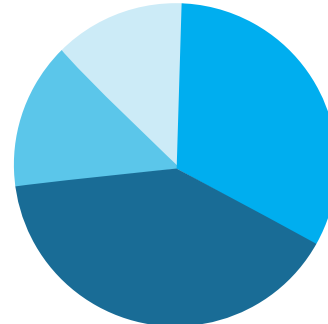
OUR AUSTIN LOCATION WAS THE
TOP GROSSING ReStore IN THE COUNTRY

Income



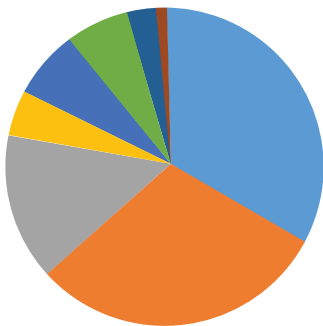
\$3,287,276	32%	ReStore
\$3,243,503	32%	Contributions & Grants
\$1,794,011	17%	Home Sales
\$1,005,310	10%	Other Revenue
\$946,467	9%	In-kind Contributions

Expenses



\$2,607,801	40%	ReStore Program
\$2,174,380	33%	Low-cost Housing Program
\$922,328	14%	Fundraising, Marketing & Communications
\$861,663	13%	Management & General

Assets



\$10,564,179	33%	PP&E & Inventory
\$9,569,602	30%	Mortgages
\$4,680,252	15%	Land held
\$2,231,499	7%	Cash & Equiv
\$2,019,719	6%	Receivables
\$1,431,009	5%	NMTC JV Investments
\$949,104	3%	Construction in Progress
\$369,686	1%	Other



THANK YOU TO OUR DONORS

\$100,000 & Higher

City of Austin | Joe Bland Construction | Mr. Jonathan and Mrs. Yvette Boatwright | Realty Austin | Luci B. Johnson | Texas Veterans Commission | The Home Depot Foundation | Wells Fargo Foundation | Dr. George and Mrs. Sandy Huber

\$50,000–\$99,999

Atlassian | Austin Board of REALTORS® Foundation | Bank of America Charitable Foundation | Mr. David and Mrs. Traci Osborn | Mr. Jeff and Mrs. Kirsten Serra | JKS Family Foundation | Mr. John and Mrs. Melissa Zapp | Silicon Labs | The McAnally Family | The Roy F. & Joann Cole Mitte Foundation | Living Water Foundation | Mark McClain | Mr. Kevin and Mrs. Marianne Cunningham | SailPoint Technologies

\$20,000–\$49,999

Cisco | Habitat for Humanity International | Habitat Young Professionals | Leaman Team-Home Loans | Mr. Max and Mrs. Dana Leaman | LimeBike | Mr. and Mrs. Kenneth Harvey | Mr. Gil Burciaga | Mr. Kent Mayes and Mrs. Janet Harman | State Farm Insurance | Grifols | The Moody Foundation | Thrivent Financial | Vida Capital | The Burdine Johnson Foundation | IBM Employee Charitable Contribution Campaign

\$10,000–\$19,999

American Endowment Foundation | ARM | BBVA | Cate Black Photography | CBRE | Dell Employee Engagement Fund | Donald D. Hammill Foundation | Episcopal Church of the Good Shepherd | Equinor | Five Stone Tax Advisors | Georgia B. Lucas Foundation Fund | HID Global | HUD | Lola Wright Foundation | Mr. and Mrs. James J. Cano | Mr. Bob and Mrs. Estrella Posey | The Posey Foundation | Mr. David Jamail | Mr. David T. De Roo | Mr. Luke and Mrs. Peni Ellis | Mr. Todd Routh | Ms. Patricia Roback | NXP Semiconductors | Parsley Energy | Pinthouse Pizza | RetailMeNot | St. Vincent de Paul Catholic Church | Synopsys | The City of Bastrop | Texas State Affordable Housing Corporation | Mr. Joe and Mrs. Barbara Bland

\$5,000–\$9,999

ABGB | Alex and Kim Smith Family Foundation | Applied Materials | Bazaarvoice | Brian Garbarini Memorial Fund | Capital One Services, LLC | Capstone Title | CoreLogic | Dr. George W. Gau | First Baptist Church of Austin | Foundation for Financial Planning | Frost Bank | GiveBack Homes | Hancock McGill Bleau | Hildebrand Foundation | Hilton Austin | JP Morgan Chase Foundation | Mr. and Mrs. John W. Hintz | Mr. and Mrs. Matt Shoberg | Mr. and Mrs. Mickey Cevallos | Mr. and Mrs. Mike Elsasser | Mr. and Mrs. Patrick Terry | Mr. Dan and Mrs. Meredith Young | Mr. David Gatchell | Mr. Gaylon and Mrs. Marilyn Boyd | Mr. Hugh W. and Mrs. Vivian Forrest | Mr. Jay and Mrs. Kara Hartzell | Mr. John Lubben | Mr. Larry and Mrs. Wendy Smith | Tokyo Electron | Mr. Michael and Mrs. Christine Golden | Mr. Ross and Mrs. Jennifer Sabolcik | Mrs. Phyllis and Mr. Tim Snodgrass | National Instruments Employee Engagement Fund | Points of Light | Popp Hutcheson PLLC | Rhode Partners | Salesforce Foundation | Shepherd of the Hills Lutheran Church | St. John Neumann Catholic Church | Texas Craft Brewers Guild | Texas Disposal Systems | Texas Mutual Insurance | Theodore P. Davis Charitable Trust | Topfer Family Foundation | United Way for Greater Austin | Urbane Design | UT Campus Chapter | Valerie Miller Events, LLC | Wal-Mart Foundation | Wilson Sonsini Goodrich & Rosati Foundation | Zip Car

\$2,500–\$4,999

Austin Bar Association Inc. | Austin Beerworks | Austin Habitat for Humanity ReStore | Bright Funds Foundation | Builderfax | Carlson, Brigrance & Doering, Inc. | Church of the Savior Baptist Church | ECG Foundation | Emmis Austin Radio Broadcasting Company, LP | Enterprise Holdings Foundation | Family Business Beer Company | Greater Texas Credit Union | Hill Country Christian School | Hossley Lighting | Joni Elaine Templeton Charitable Trust | Mr. Al and Mrs. Lori Threlkeld | Mr. Alexander S. Coke | Mr. and Mrs. Chris Munson | Mr. Anand and Mrs. Tammy Srinivasan | Mr. and Mrs. Bobby Jenkins | Mr. and Mrs. Bruce R. Coleman | Mr. and Mrs. George M. Berry, Sr. | Mr. and Mrs. James N. Cowden | Mr. and Mrs. Robert Dehm | Mr. and Mrs. William Stockton | Mr. Curtis and Mrs. Shelley Page | Higginbotham Insurance & Financial Services | Mr. David Kline | Mr. Dennis M. O'Brien | Mr. Eric and Mrs. Cynthia Smith | Mr. Jack and Mrs. Ann F. Swingler | Mr. Jack Martin III | Mr. James Longino | Mr. Joe and Mrs. Stacie Tracy | Capital Project Management | Mr. John and Mrs. Kennedy Neff | UBS Financial Services | Mr. Jon Switzer | Mr. Mark Lind | Give Realty, Inc. | Mr. Nathan Camp | Mr. Nicholas and Mrs. Jessica Tsourmas | Mr. Perry Lorenz | Mr. Phil and Mrs. Jennifer Hutchinson | McCoy's Building Supply | Mr. Ray Weinstein | Mr. Robert Buchanan | Mr. Royce Gourley | Mr. Shawn and Mrs. Barbara G. Sanders | Mr. Shawn Muncy | Mr. Tom Kiraly | Ms. Cathy Coneway | Ms. Diana Calderon | Ms. Jennifer W. Robb and Mr. Josh Glazer | Ms. Juliet Dirba | Ms. Kathleen Dunagan | Ms. Patricia Plante | Ms. Sherine Thomas and Mr. Tom Nuckols | Perkins-Prothro Foundation | PK Renovations | Riverbend Church | Samsung Austin Semiconductor, L.P. | Sign Crafters, Inc. | St. Elmo Brewing Company | St. Matthew's Episcopal Church | St. Thomas More Catholic Church | Ten-X | The Chantal and Tommy Bagwell Foundation, Inc. | The Rachael and Ben Vaughan Foundation | Westlake United Methodist Church

Building Green: Net Zero Homes



By building green energy-efficient homes, Austin Habitat for Humanity is saving our homeowners thousands of dollars each year!

Austin Habitat and the Guadalupe Neighborhood Development Corporation (GNDC) partnered to build four net-zero homes in east Austin in 2018. Net-zero means the homes produce as much energy as they consume in a year. This significantly reduces the burden of utility costs

for our homeowners, with estimated cost savings of **\$2,200 annually**. **These homes received a rare five-star rating from the Austin Energy Green Building program.**

First Step into Multi-Family Housing



Austin Habitat for Humanity has built more than 450 single-family homes over the past 34 years. However, Austin and much of the country are now facing a housing crisis, and to better serve our communities and those that need us, Austin Habitat is innovating to provide new solutions and product lines for affordable homeownership.

Thanks to the incredible support of our community and donors, Austin Habitat purchased lots in the

coveted Mueller development for our first-ever townhome project. This development, designed by the Michael Hsu Office of Architecture, will provide 11 hardworking Austin families with access to jobs, transportation and opportunities. This is Austin Habitat's first step into multi-family homeownership helping us serve the evolving needs of our Austin community and family partners by creating more homes on less land.



Austin Habitat Annual Tithing

Did you know that for every home we build in Central Texas, we tithed to support international affiliates and help them continue the global Habitat mission?

Since Austin Habitat's creation, we tithed to support the work of Habitat for Humanity affiliates around the world, including Africa, Guatemala, Mexico, Haiti and Sri Lanka. From 1986-2018, we have tithed \$892,019 to help families around the globe, providing housing, community access and infrastructure. We are honored to be able to live out our mission, here in Austin and globally, to ensure that hardworking families have a safe, stable place to call home.



In 2018, we helped serve 357 families internationally.



In 2018, we supported Vietnam, Sri Lanka, and Honduras.



Average home or project cost is \$2,500.