2020
ANNUAL REPORT
Austin Habitat for Humanity®
A MESSAGE FROM OUR CEO

For 35 years, Austin Habitat for Humanity has built community and improved lives for hard-working families in Central Texas. We entered 2020 with ambitious plans for an exciting year of milestones, celebrations, and firsts. Our work advocating for better housing policies had paid off with the passage of “Affordability Unlocked”, and we began seeing new partnership opportunities opening up for future affordable home construction. Suddenly the world hit pause. Volunteers could no longer work on construction sites. ReStore traffic slowed to a crawl. There was no playbook for how to deal with this, but failure was not an option. While the world was hunkered down, dealing with a pandemic, we had families in our pipeline who needed a safe, stable place to shelter who had no place to home school and no options to work from home. At that point, we knew we had to do whatever it took to get those homes built for the families that were counting on us.

Our Austin Habitat team truly put their faith into action to ensure that we could deliver on our promise. We kept our ReStores open by quickly adapting with plexiglass partitions, cart cleaning stations, hand sanitizer, and masks. Remember when those were impossible to find? We shifted to online housing and financial counseling to meet the needs of families in our region. Our construction team finished the spring build season without the hundreds of helping hands we usually rely on to lighten the work. We took our community outreach online hosting virtual Affordable Housing Community Conversations to educate our community on the need for affordable housing. We even hosted our first virtual fundraising event, Building Community from Home, and generated over $400,000 to support our mission. During the year, twenty-two homes were constructed, seven Habitat homes closed, and fourteen additional affordable homes were sold through our HomeBase program. Our team, board, and supporters responded with resiliency and determination that saw us through this challenging year.

But 2020 did not just challenge health and safety; we also witnessed social unrest and a call for a more diverse, equitable and world. This call is fundamental to who we are as an organization, “to love our neighbors as ourselves.” Habitat always has and will continue to serve our neighbors of all races, genders, faiths, and backgrounds as we work to build community together. We are proud to share that our homeowner families are more than 70% people of color, and 60% of our families are single mothers, representing populations often shut out of homeownership.

During the past year, we saw first-hand the pandemic’s impact on communities of color already suffering due to systemic racism that has too often played out in housing policy. We will continue to advocate for policies at all levels of government that ensure that every family – no matter who they are, where they live, or how much money they earn – can build the foundation for a stable and healthy future.

We also listened to what we were hearing and looked within to see where we could do better. We reaffirmed our commitment to a culture where everyone feels welcome, safe, visible, respected, supported, and valued. In addition, we committed to intentionally focus on recruiting a more diverse candidate pool for our Board of Directors. As a result, our newest board class was comprised entirely of women or people of color.

We pledge to continue this critical work to ensure that Austin Habitat for Humanity remains a place that is inclusive and where all people from all backgrounds are welcome. In addition, we will focus on amplifying diverse voices throughout the organization and the community.

Together we are stronger. Despite the challenges, 2020 was a year of remarkable success and growth. With your continued support, we will build a better community. Thank you for your prayers, support, and encouragement.

Onward,

Phyllis Snodgrass

Our Mission
Seeking to put God’s love into action, Austin Habitat for Humanity brings people together to build homes, communities and hope.
MEET LINDA | Habitat Family Partner

After battling adversity for many years, Linda is now thriving as a caregiver for her two granddaughters. Born in Honduras, Linda came to the United States 20 years ago to pursue her dreams and seek opportunity. After months of studying and hard work she became a U.S. citizen. However she continued to face challenges. She experienced a period of homelessness, sleeping in her car because her living situation felt unsafe. She escaped an abusive marriage and sought help from the SAFE Alliance, a local non-profit supporting abuse survivors. SAFE helped Linda tremendously and she now volunteers and speaks to groups of other survivors. Linda is currently employed as a teacher with Child Inc.

Motivated by the love of her family and the strength gained overcoming years of hardships, Linda set her eyes on fulfilling her dream of becoming a homeowner in partnership with Austin Habitat for Humanity. In 2020 she built her home alongside house sponsor Realty Austin, volunteers, and the Austin Habitat for Humanity construction crew and is now a homeowner. For the first time ever, she has her own room and enough space for her growing granddaughters. Her home has provided her the safety and security which she always needed.

"This year has been very positive for me because I got my home. Everybody else thinks that 2020 has not been a good year, but for me it has been the best year ever thanks to you. This home means so much to me...and to have my grandkids all together with me means so much. Thank you, you made it possible."

-Linda

Who We Serve
(Individuals in the past 5 years)

- 53% Latino/Hispanic
- 25% White
- 15% Black/African American
- 5% Asian
- 2% Other/Multiple Races
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.

CRITICAL 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.

HOUSING & FINANCIAL COUNSELING
Our Housing & Financial Counseling Program works with individuals and families 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.

AFFORDABLE HOUSING PARTNERSHIPS & CONSULTING
HomeBase is a 501(c)(3) subsidiary organization of Austin Habitat for Humanity. HomeBase expands upon the traditional Habitat model as a supporting entity, serving as a hub to connect qualified buyers, affordable financing, city programs and funding, and builders/developers with affordable units for sale.

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.

ReSTORE
Austin Habitat for Humanity opened the nation’s first ReStore, a home improvement store and donation center, in 1992 to support its mission. Located in Austin and San Marcos as well as online, Austin Habitat ReStores accept and sell new and used furniture, appliances, building materials, and home goods to the public at a fraction of the retail price. Local residents and businesses play a key role with every purchase and donation helping Central Texas families and the environment.
**FINANCIALS**

**REVENUE**
- $3,887,962 47% ReStore
- $2,872,907 35% Contributions & Grants
- $1,188,028 14% Home Sales
- $248,409 3% Other
- $59,172 1% In Kind Contributions

**EXPENSES**
- $3,314,697 46% ReStore
- $2,425,699 33% Low Cost Housing
- $793,081 11% Fundraising & Communications
- $731,805 10% Management & General

**ASSETS**
- $10,788,353 31% Mortgages
- $10,615,882 30% PP&E & Inventory
- $4,958,354 14% Land Held
- $4,567,687 13% Cash & Equiv
- $2,960,958 9% Construction in Progress
- $547,136 2% Other
- $383,072 1% Receivables
OUR 2020 IMPACT

446 FAMILIES EMPOWERED BY OUR PROGRAMS
22 NEW HOMES BUILT
14 HOMES PROVIDED THROUGH HOMEBASE

15 CRITICAL HOME REPAIRS
395+ INDIVIDUALS RECEIVED HOUSING & FINANCIAL COUNSELING

ReSTORE COMMUNITY IMPACT

OVER $2 MILLION IN ReSTORE PRODUCT DONATIONS
HIGHEST GROSSING ReSTORE IN THE COUNTRY

72 ReSTORE COMMUNITY PARTNERSHIPS
84 SEMI-TRUCKS OF RECYCLED MATERIALS DIVERTED FROM LANDFILL
NEW CONSTRUCTION SERVES

64% SINGLE MOTHERS
75% MINORITY HOMEOWNERS

3,699 VOLUNTEERS PROVIDE 23,351 HOURS OF SERVICE GRANTING $668,438 IN VOLUNTEER LABOR

OUR FUTURE

EXPAND PARTNERSHIPS WITH DEVELOPERS & BUILDERS

DEVELOP INNOVATIVE AFFORDABLE HOUSING OPPORTUNITIES

ReSTORE SALES FUND AUSTIN HABITAT FOR HUMANITY’S OPERATING COSTS.

100% OF OTHER CONTRIBUTIONS SUPPORT AFFORDABLE HOUSING SOLUTIONS.
THANK YOU TO OUR DONORS

$100,000 & MORE
Austin Housing Finance Corporation | Bank of America Neighborhood Builders | Cielo Property Group | City of Austin GO REPAIR! | Christina McGaughey Estate

$50,000 - $99,999
3423 Holdings, LLC | Jonathan and Yvette Boatwright - Realty Austin | CEVA Logistics | Curated Home Furnishings & Fine Jewelry | Eastside Lumber & Decking | Gordon Doig | The Home Depot Foundation | SailPoint Technologies | USDA Rural Development | Wells Fargo Foundation | Window World of Austin | John and Melissa Zapp

$20,000 - $49,999
Anonymous | Austin Habitat Young Professionals | Bank of America Charitable Foundation | The Burdine Johnson Foundation | Capital Area Housing Finance Corporation | Kevin and Marianne Cunningham | Grifols | Habitat for Humanity International | The Hollis Foundation | George and Sandy Huber | IBM Employee Charitable Contribution Campaign | The Junkluggers of Austin | Living Water Foundation | LoanPeople, Max and Dana Leaman | MileStone Community Builders | Praxent | The Roy F. and Joann Cole Mitte Foundation | Jeff Serra and Kirsten Tollefson Serra - JKS Family Fund | Silicon Labs | University Federal Credit Union

$10,000 - $19,999
A+ Federal Credit Union | Amplify Credit Union | Atlassian | Austin Board of REALTORS® Foundation | Austin Chapter of Credit Unions | Austin Telco Federal Credit Union | Better Business Bureau | Joe and Barbara Bland - Joe Bland Construction | Bumble | C3 Presents, LLC | James and Diana Cano | Cisco | City of Bastrop | City of San Marcos, CDBG | Donald D. Hammill Foundation | Engen Contracting Inc. | Facebook | Frost Bank | Greater Texas Credit Union | Heather Hudson | Homeward Inc. | Luci B. Johnson | Junior League Of Austin | Kendra Scott, LLC | James Longino | Mark Muller and Leah Billingsley | Nyle Maxwell Family of Dealerships | Parsley Energy | Patricia Roback | Ellen Sauer | Larry and Wendy Smith | Tim and Phyllis Snodgrass | St. John Neumann Catholic Church | St. Vincent de Paul Catholic Church | State Farm Insurance | Theodore P. Davis Charitable Trust | Tito’s Handmade Vodka | TJX Foundation | The Zebra

$5,000 - $9,999
$2,500 - $4,999

$1,000 - $2,499
Habitat for Humanity’s tithe program supports carefully chosen building and shelter projects that provide housing worldwide. Austin Habitat’s tithe is a voluntary monetary contribution to help further affordable housing worldwide to Habitat for Humanity International. Each year Austin Habitat’s tithe funds allow families to stand on their own, to build stronger and more stable communities.

In 2020 we supported projects in Kenya, Cote D’Ivoire, Lesotho, Zambia, and Uganda, as well as programs worldwide focusing on Orphans and Vulnerable people and International Disasters.

“...In 2018, I signed up for a Global Village Build in Vietnam. It was hands down, one of the most amazing experiences of my lifetime. I returned from that build committed to increasing our tithe commitment.”

-Phyllis Snodgrass, CEO | Austin Habitat for Humanity
“My family wanted to give Austin Habitat our sincere gratitude for all the support in receiving our forever home. Especially for being able to be part of a very helpful program like Habitat for Humanity. Another thanks to all the volunteers and sponsors for being a great support crew through the whole process, it was very much appreciated!”

-Elizabeth, Austin Habitat for Humanity Family Partner