Habitat for Humanity
MetroWest/Greater Worcester

Annual Report
FY 2016

Building strength, stability and self-reliance through shelter since 1985.
Dear Friends,

We take our mission very seriously. We bring people together throughout 42 cities and towns in Greater Worcester and MetroWest to build homes, community and hope. To date, we have built 43 affordable homes for local families with the support of partners, sponsors, donors, and thousands of volunteers, with upcoming builds planned for Holliston, Worcester, and Northborough. An affordable home means a place to live that our families can pay for and still have money left over for other necessities such as food, clothes, education, and medical care. Through affordable housing, our families gain strength, stability and self-reliance.

Particular successes in FY 2016 included:

- An outstanding Women Build event that took place at our Wayland and Auburn sites. Through peer-to-peer fundraising, our supporters and corporate partners more than tripled the previous year’s total.

- Our first ever Operation Playhouse Build-a-Thons in Worcester and Framingham. Part of our Operation Playhouse program, the playhouses are sponsored by our corporate partners, donated to veteran families, and the funds raised benefit our growing Critical Home Repair program that allows families to stay in their homes.

- Our first net zero, LEED certified, Veterans Build affordable home was completed. We were honored to have Governor Baker help celebrate this build at an open house prior to the dedication ceremony.

- The phenomenal success of our ReStore. In 2011, the revenue generated by our ReStore was $136,000. In just five years, the revenue has grown to an astounding $711,000. In addition to helping us serve more families through affordable housing, donating to the ReStore makes us greener. Last year, over 450 tons of material were removed from the waste-stream and put to good use in new environments. Plans are underway to open a MetroWest ReStore in the next year.

For many families the dream of owning a home is just that – a distant, unattainable dream. So let me share with you the sentiments of a new homeowner in Auburn who has finally realized her dream:

“Speaking of my children, they each have so much excitement about moving into their forever home. Noah has great plans to build a treehouse, Jahnalee can’t wait to paint her walls purple, Josiah is eager to run around and play in his huge yard, Aida wants to get a puppy, and my little Mia is too young to tell me what she’s looking forward to but I’m sure she’ll find something about her new home that she adores. And as for my husband and I, we can’t wait to help each of them achieve those things that they yearn for, and to be able to do it in a safe and affordable place brings much peace to our lives.”

We are very proud of all that we have accomplished to fulfill our mission to build homes, community and hope for local families and mindful of the challenges that lay ahead. Our goal is to live in a world where everyone has a decent place to live. It is an honor to accomplish this important work with you - our supporters, volunteers, and friends. From our home to yours – thank you!

Sincerely,

Tim Firment
Habitat for Humanity MetroWest/Greater Worcester
Executive Director
Our Programs

Home Builds - *your volunteer efforts will help families build strength, stability and self-reliance through shelter.*

Veterans Build Initiative - *designed to support our veteran community through home builds, operation playhouse, and critical home repairs.*

Operation Playhouse - *team building event to construct a playhouse for donation to the child of a veteran.*

Critical Home Repair - *repair program that focuses on accessibility, safety, and code issues to keep families in their homes.*

Neighborhood Revitalization - *multiyear effort to revitalize an entire neighborhood.*

A Brush With Kindness - *minor exterior improvements that improve the home and community.*

And… shop the ReStore!

To support our mission, donate your new or gently used furniture, home appliances, and building materials. Or, come and shop for affordable items at our store.

Who We Are

Board of Directors
Bryan Clancy ~ President
Howard Drobner ~ Vice President
Meghan Liddy ~ Treasurer
Jessica Murphy ~ Clerk
Scott Auen
Heather Ball
Kevin Barnes
Sue-Anne Bock

Julie Carson
Laura Duncan
Andrea Gossage
Jyothi Grama
Dan Hassett
Win Mallet
Jen Maseda
Hank Rauch

Administrative Staff
Tim Firment ~ Executive Director
Terry McGoldrick ~ Director of Finance
Laurie Belton ~ Office Admin. & Finance Manager
Deborah Huegel ~ Director of Development Gr. Worcester
Bonnie Biocchi ~ Director of Development MetroWest
Grace Warwick ~ Development Coordinator
Faith Ferguson ~ Grants Administrator
Molly Pietrantonio ~ Volunteer Coordinator
Jon Bram ~ Construction Manager
PJ Breen ~ Construction Site Supervisor
Ted Oxholm ~ Construction Site Supervisor
Carl Tanner ~ Construction Associate
Seth Jajliardo ~ Community Outreach Manager
Rick Rahmberg ~ Outreach Crew Leader

ReStore Staff
Debbie Maruca Hoak ~ ReStore Director
Donna Bagdonavich, Melissa Braden, Sara Costello, Gary Dietrich, Louis Garcia, and Quinn Lapolito

Our Service Area:

Find us online:
www.habitatmwgw.org
www.facebook.com/habitatmwgw
www.facebook.com/restoreworcma
www.twitter.com/habitatmwgw
www.instagram.com/restoreworcma
FY2016 Financials

No matter who we are or where we come from, we all deserve to have a decent life. We deserve to feel strength and stability day after day. We deserve to know we have the power to take care of ourselves and build our own futures. Your financial support, your time, and your voice help bring independence to families in need of a decent place to live.

Statement of Financial Position

Assets
- Cash and Escrow: $488,416
- Receivables: $135,475
- Mortgages - current: $39,870
- Construction in Process: $271,324
- Prepaid Expenses: $52,049
  Total Current Assets: $987,134
- Furniture + Equipment: $79,513
- Mortgages - net of current: $1,266,166
- Other Land Held: $168,700
- Other: $19,532
- Total Other Assets: $1,454,398
 Total Assets: $2,521,045

Liabilities + Net Assets
- Accounts Payable: $75,532
- Accrued Expenses: $50,161
- Deferred Revenue: $43,000
- Escrow Deposits Payable: $42,738
- Current Portion of Long Term Debt: $40,494
  Total Current Liabilities: $251,925
- Long Term Debt: $898,106
 Total Liabilities: $1,150,031
- Total Net Assets: $1,371,014
 Total Liabilities + Net Assets: $2,521,045
Every hand can build strength, stability, and self-reliance.

<table>
<thead>
<tr>
<th>Organizations that supply our volunteers</th>
<th>Total # of Unique Volunteers</th>
<th>% Increase Over Last Year</th>
<th>Total # of Hours Given</th>
<th>% Increase Over Last Year</th>
<th>Full Time Employee Equivalent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>1,950</td>
<td>16%</td>
<td>15,600</td>
<td>16%</td>
<td>7.5</td>
</tr>
<tr>
<td>ReStore</td>
<td>1,038</td>
<td>40%</td>
<td>12,707</td>
<td>30%</td>
<td>6.1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,988</strong></td>
<td><strong>23%</strong></td>
<td><strong>28,307</strong></td>
<td><strong>21%</strong></td>
<td><strong>13.6</strong></td>
</tr>
</tbody>
</table>

- Over 28,300 hours were given by volunteers - the equivalent of having an additional 13 full time staff.
- We implemented bi-monthly Volunteer Information Sessions that have been very successful at educating, engaging, and retaining volunteers.
- 106 total organizations supported our mission by volunteering their time either at the ReStore or on build sites.
- On a weekly basis, the ReStore hosts 8 different teams of volunteers with developmental disabilities.
- We engaged residents at over 52 different local events such as rotary club meetings, town-wide fairs, and farmers markets throughout.
- Our affiliate had 32 groups of students from local high schools, colleges, and universities participate as volunteers.
- 18 faith partner groups supported our mission by volunteering on our build sites and at the ReStore.
We build **strength**, **stability**, and **self-reliance** through **shelter**.

No matter who we are or where we come from, we all deserve to have a decent life. We deserve to feel strength and stability day after day. We deserve to know we have the power to take care of ourselves and build our own futures. At Habitat for Humanity, this is what unites us. Through shelter, we empower. Our shared vision is a world where everyone has a decent place to live. Because you, me, we - we’re all humans.

And every single one of us deserves the opportunity for a better future.

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**Homes Built and In Progress**

*As of 6/30/2016*

39 **completed**, 8 **under construction**, 5 **planned**

- Auburn - 2 **under construction**
- Boylston - 2 **completed**
- Framingham - 1 **completed**
- Holliston - 2 **under construction**
- Millbury - 1 **completed**
- Northborough - 4 **completed**, 4 **planned**
- Sturbridge - 1 **completed**
- Sudbury - 2 **completed**
- Wayland - 2 **completed**, 2 **under construction**
- Westborough - 4 **completed**
- Worcester - 22 **completed**, 2 **under construction**, 1 **planned**

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**Critical Home Repairs Completed**

*As of 6/30/2016*

- Auburn - 1
- Brimfield - 1
- Framingham - 1
- Leicester - 1
- Marlborough - 2
- Millbury - 1
- Shrewsbury - 1
- Southborough - 1

- Sudbury - 1
- Sutton - 1
- Worcester - 6

17 **Critical Home Repairs completed** to help current homeowners maintain their residence with safety, dignity, and pride.

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**every smile**

comes from a place of safety and security that only a home can bring

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**every connection**

creates the opportunity to build a better life
Habitat for Humanity MetroWest/Greater Worcester and affiliates across the country have partnered to serve U.S. Veterans, military service members, and their families. As a Veterans Build affiliate, we are proud to serve those who have served our country. This initiative provides opportunities for veterans and military families in three key areas: Home Building, Critical Home Repairs, and Operation Playhouse - a program that demonstrates our community’s appreciation and support for our local veterans.

Veterans Supported in FY2016

**Home Building - A forever home for the Ewings.** In April 2016, we completed and sold our first Veterans Build home to the Ewings family. Located in a quiet Worcester neighborhood adjacent to a small park, the Ewings home is in the perfect spot for their three boys. Reflecting on their new home, Sophie Ewings said: “Home ownership was a goal we had to put on the back burner due to financial hardships that arose from raising 3 boys diagnosed with autism. Habitat for Humanity MetroWest/Greater Worcester has provided us with support, knowledge, and opportunity to reach a goal we thought was out of reach. They have helped us provide a forever home for our boys.” We are currently working on two more Veterans Build Homes. One will be a single-family home in Worcester dedicated to a Veteran. The other will be a renovation project to include 4 condo units in Northborough.

**Critical Home Repairs - The home Cezary worked hard for is now safe, secure, and accessible.** Striving to serve more families with safe, affordable housing, Habitat for Humanity MetroWest/Greater Worcester works with current homeowners through our Critical Home Repair Program. Through this service, we supported six veteran families with repairs in fiscal year 2016 to help keep them in their homes with safety, dignity, and pride. Home repairs include mold removal, weatherization, roof repair, and wheelchair ramp installations. We are proud to serve those who have served our country, and lend a helping hand to maintain and improve the place they call home.

**Operation Playhouse - A special place to laugh, grow, and connect.** Twenty-eight veteran families had a specially themed playhouse built for their children. Thanks to time and financial support from organizations across our service area, we were able to show our veteran community the support and appreciation they deserve. Each playhouse was built in a day by a team of 10-12, concluding in the personal dedication of the playhouse from our partners to the veteran families. Each child was surprised by their incredibly special and heartfelt gift and each veteran was touched by the generosity of our community partners.
The Habitat for Humanity ReStore in Worcester is a nonprofit home improvement retail establishment that accepts new and gently used furniture, building materials, appliances, and home accessories for resale to the public at a fraction of the retail price. Proceeds from the sales are used to fund affordable housing in the MetroWest/Greater Worcester community. With help from local donors, shoppers, and volunteers, the Habitat for Humanity ReStore in Worcester supports Habitat for Humanity’s vision of a world where everyone has a decent place to live. We are actively seeking a second ReStore location in the MetroWest area to increase income, further support builds, and make our world greener.

**ReStore FY2016 Financial Impact**

- Brought in a total of $215,000 to directly support our efforts to build strength, stability, and self-reliance through shelter.
- Supported the office and construction activities with $5,800 of Gift-in-Kind materials allowing us to save on expenses.
- Supplied our community with quality products at a fraction of retail price, providing an alternative source of home building and remodeling materials at an affordable cost.

**ReStore FY2016 Environmental Impact**

**Amount of Materials Diverted from Landfills**

- Item Sales: 409.85 tons
- Recycling: 38.65 tons
- *Recolor Paint: 7.90 tons

**Total 456.40 tons**

*Recolor Paint is a recycled product purchased from the Paint Exchange and sold at the ReStore.*
Qualified families that live in our service area partner with Habitat for Humanity MetroWest/Greater Worcester to build or improve a place they can call home. Habitat homeowners help build their own homes alongside volunteers and pay an affordable mortgage. With our help, Habitat homeowners achieve the strength, stability, and independence they need to build a better life for themselves and their families.

Thanks to the incredible support we have received throughout Fiscal Year 2016, we have been able to serve more families than ever through our programs. Through Home Builds and Critical Home Repairs, we served 11 new families with affordable housing opportunities and home repairs. Through Operation Playhouse, we served 28 veterans and their families. In addition, we provided community-wide support through affordable home building and remodeling materials, while diverting over 450 tons of materials out of landfills through our Worcester ReStore.

Your time, voice, and financial support have made these programs not only possible, but a growing success. As we continue to partner with families in need of affordable housing, community conscious organizations, and leaders in sustainability, we thank you for all you do to make our community and our world a better place to live.
Thank you to all of our generous financial supporters listed below, as well as the additional 1,038 individuals and organizations who gave gifts up to $1,000. We would also like to thank the thousands of volunteers who supported us with their valuable time. Without each and every one of our sponsors, donors, and volunteers our mission would not be a success. From our staff, board of directors, and families - thank you.

**Gifts of over $100,000**
City of Worcester
Thrivent Financial

**Gifts between $20,000 and $99,999**
Dell Technologies (formerly EMC)
Front Street Associates
National Grid - Worcester
SanDisk
Wood Pro Inc.

**Gifts between $10,000 and $19,999**
Astrazeneca
Bank of America Charitable Foundation
E ClinicalWorks, LLC
FedEx Services
Fuller Foundation
Gary Pike Construction
Genzyme, A Sanofi Company
Greater Worcester Community Foundation
Middlesex Savings Bank
Middlesex Savings Bank Charitable Foundation
Solar Flair Energy Inc.
Southbridge Savings Bank
Wells Fargo Foundation

**Gifts between $5,000 and $9,999**
AbbVie Bioresearch Center
ADP Foundation
American Recycled Materials
Camosse Family Foundation
CIVILized Solutions
Commerce Bank
Dauphinais Concrete
Donna Kelleher
F.C. Chiodo Jr. Excavating & Paving
Flo-Dell Exteriors
GE Foundation
Leader Systems
Metro West Medical Center
Niche Hospitality Group
People's United Community Foundation
Salesforce.org Foundation
Stanley Black & Decker
The Grainger Foundation
Webster Five Foundation
Worcester Academy
Worcester Technical High School
Gifts between $2,000 and $4,999
Albert and Eve Nichols
Alliance Data
Berkshire Bank Foundation, Inc.
Boston Scientific Corporation
Consigli Foundation, Inc
Country Bank For Savings
Dow Chemical Company
Enservio, Inc.
Fidelity Bank
First Congregational Church of Holliston
Framingham State University
Garth M. Fondo
Imperial Distributors
Intel Corporation
JB Sawmill and Landclearing, Inc.
John and Mary Antes
John Harris
Machado Consulting
Mathieu Newton Sotheby’s International Realty
Mirick O’Connell Attorneys At Law
Mota Construction Corp.
Northeast Water Wells, Inc.
John Osswald
Pearl’s Premium Ultra Low Maintenance Lawn Seed
Phillips Brooks House Association Inc.
Rachel Happel
Sherwin Williams
Silicon Valley Community Foundation
Southbridge Credit Union
Spencer Savings Bank
St. Francis Episcopal Church of Holden
Sudbury United Methodist Church
TekDoc Solutions
Town Of Holliston
Unum
Webster Five Savings Bank
Wesley United Methodist Church
Whirlpool Corporation
William Gruber
WPI

Gifts between $1,000 and $1,999
Alan P. Marks
Ancheng Chang
ART Engineering Corporation
Avidia Charitable Foundation
Bankers’ Bank Northeast
Bryan and Andrea Clancy
Celebrate Holliston
Colantonio General Contractor
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Eagle Leasing Company
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Jennifer Maseda
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Massachusetts Association of Realtors, Inc.
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Richard and Dyanne Brewster
Rotary Club of Weston
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Sansoucy Stone
Savers Bank
Seagate Technology - California
Steven and Ronna Aronson
Stowe and Degon Certified Public Accountants
The MathWorks, Inc.
Tim Firment
Triboro Crane & Rigging Services, LLC
Valspar Corporation
Wheelabrator
The annual report is designed in-house to offset expenses.