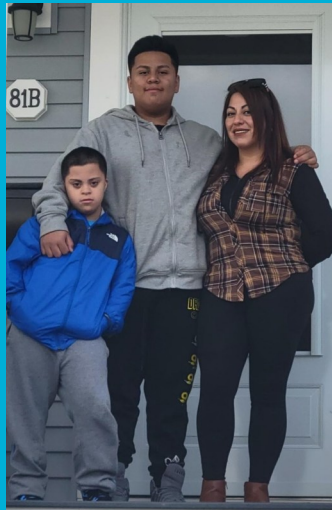




**Habitat
for Humanity®**
MetroWest/
Greater Worcester

ANNUAL REPORT FY2024

**Habitat for Humanity
MetroWest/Greater Worcester**
640 Lincoln Street, Suite 100
Worcester, MA 01605
508-799-9259
www.habitatmwgw.org



Through shelter, we empower

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.

Letter from the Executive Director

Dear Friends,



The affordable housing work we do, so urgently needed in our communities right here in the heart of Massachusetts today, is only possible through an amazing group of supporters from all walks of life, who, like you, come together to make our mission to build homes, communities and hope possible. As I write this letter, we are celebrating our 40th Anniversary since our founding in 1985. What follows is a glimpse into this past year alone - just one of forty – as I reflect gratefully and celebrate all we have done together this year.

We continued to grow on our path forward, partnering with 6 families through their journey to homeownership. These families included single mothers, parents, and children of all ages, including those with disabilities. They faced living conditions that were too crowded, unsafe, and otherwise unaffordable. In the words of one of the new homeowners *“Our apartment was tiny for our family size, but it is hard to find housing for our family size. The apartment was outdated and falling apart.”* Each family worked hard to complete 300 hours of sweat equity toward their dream of homeownership, and now with an affordable mortgage based on their income, this dream has come true.

We opened two home build sites comprising 3 homes, while conducting rehabs on three additional homes to prepare them for new home ownership. We have already partnered with five new families working their way through sweat equity to become homeowners of these homes. At the same time, our property pipeline continues to grow, ramping up until we can build 10 homes each year.

And we partnered with an additional 9 families through our Home Repairs program, so that they will remain safe and with dignity in the home that they own and love. One such homeowner was an elderly gentleman who stepped onto his aging deck. His leg went through, causing an injury requiring stitches. With your help we were able to install a new deck so he could remain safe in his home.

Our ReStores in both Worcester and Ashland continue to grow as we provide low-cost home furnishings and building materials to our community members. And through the Operation Playhouse program, we have built over 500 playhouses for the children of veterans and military families.

Since our inception we have touched the lives of 61 families for homeownership, and 56 families for home repairs, making a transformational difference in the lives of 344 people. This impact is personally meaningful for so many people. While each family story is unique, each shares the common hope of building a better life for themselves and their children. So much has been accomplished since our beginning in 1985, with so much more to look forward to in the years ahead. The path forward is promising. I am inspired by the possibility of what we can accomplish together in the coming 40 years and beyond. And I hope you'll join me. Through shelter, we empower!

With heartfelt gratitude,



Debbie Maruca Hoak
Habitat for Humanity MetroWest/Greater Worcester
Chief Executive Officer





Every Helping Hand Makes a Difference



**Habitat
for Humanity®**

MetroWest/Greater Worcester

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Gerry Finn - Operation Playhouse Team Leader

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Ted Oxholm - Construction Site Supervisor

Antonio Dias - Construction Site Supervisor

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Nicole Kanengeiser - ReStore Assistant Manager

ReStore Associates: Michael Doiron, Erik Hendrickson,
Richally Hargraves, Leili Nazari

RESTORE WORCESTER STAFF

Gary Dietrich - ReStore Manager

Mary French-Viau - ReStore Assistant Manager

ReStore Associates: Donna Bagdonovich, Nico Morano, Courtney Supernor,
Timothy Hainsworth, George Tonevski, Victoria Torres, Mason Natusch

OUR SERVICE AREA

Ashland, Auburn, Barre, Boylston, Brookfield, Charlton, Douglas, Dudley, East
Brookfield, Framingham, Grafton, Holden, Holliston, Hopkinton, Leicester,
Marlborough, Millbury, Natick, New Braintree, Northborough, Northbridge, North
Brookfield, Oakham, Oxford, Paxton, Rutland, Sherborn, Shrewsbury,
Southborough, Southbridge, Spencer, Sturbridge, Sudbury, Sutton, Upton,
Uxbridge, Webster, Wayland, West Boylston, Westborough, West Brookfield, and
Worcester.

Our Programs

HOME REPAIR

Repair program that focuses on accessibility, safety, and code issues to help local families remain in their homes.



HOME BUILDS

Your volunteer efforts at our affordable home builds help local families build strength, stability and self-reliance through shelter.



OPERATION PLAYHOUSE

Playhouses provide a special place for a veteran or military family to bond, play, dream, and think! In a single day, our partners build, decorate, and donate playhouses to veteran or military families.



VETERANS BUILD INITIATIVE

Supports our veteran community through Home Builds, Operation Playhouse, and Home Repairs.



Shop with us 3 ways!

640 Lincoln Street, Suite 100 - Worcester, MA
310 Pond Street (Route 126) - Ashland, MA

Shop our ReStores online!
www.letsrestoreonline.org

To support Habitat's mission, donate your new or gently used furniture, home appliances, and building materials. Or, shop for affordable and unique items at our stores. Every purchase supports our mission to build homes, communities and hope for local families and veterans.



Our Affordable Homes

Build Strength, Stability
and Self-Reliance



HOMES BUILT:

- Families Served Locally since 1985: 61
- Homes Under Construction FY2024: 3
- Reacquired Rehabs in FY2024: 3
- Homes in Mortgage Origination: 6

Through the hard work of many dedicated regular volunteers and the enthusiasm of committed sponsored teams, during this Fiscal Year, work drew to close on the affordable home at 226 Cedar Street in Sturbridge. The Sturbridge home was dedicated in March 2024, and the three affordable homes at 81 Harrison Street in Worcester were dedicated in May 2024. The home mortgage closing at 172 Concord Street was completed in February 2024, and we also dedicated one of the Main Street Northborough homes to a new family. Altogether we partnered with 6 families on the path to homeownership in FY24.

We also acquired a vacant property at 13 Hawley Street, as well as re-acquired three previously built local Habitat Properties – one located at 38 Aetna Street in Worcester, one at 210 Perry Street in Worcester, and the other located at 174 Boundary Street in Northborough. These homes are being renovated so that more local families can build strength and stability through affordable homeownership.





Home Repair Program

Everyone Should Live in a Safe, Healthy, and Decent home.

Through our Home Repair program we provide a wide range of opportunities for low-to-moderate income homeowners who are struggling to maintain their homes due to age, disability, or family circumstances. The repairs are health and safety related and may include roof replacement, accessible ramps, handrails, rotted stairs, doors and windows so that homeowners stay safely in their homes without the disruption, uncertainty, or the expense of moving. The program particularly assists seniors and veterans, helping to preserve their health, safety, and dignity.



Patricia, a senior who owns a home in Holliston stated: *"I was totally thrilled with Habitat for Humanity's association with the Town of Holliston's Senior Repair Program. I read about it in the Senior Center Newsletter, noting the requirements, income limits and parameters. I applied and was approved very quickly."*

"Paul Rebello came out and looked at my projects. Paul was so nice and he approved the work. All the work needed to be for safety reasons....began in August and worked continually for about 2 ½ weeks. The workers were considerate, very neat, and pleasant. They demolished my cement side steps and built new steps, removed the rotting deck rails, and replaced them. They also reset a few of the bluestone on my front steps and installed a new cellar light. I am one HAPPY CAMPER! Many thanks Habitat for Humanity and the Town of Holliston."



GIVING BACK

to Those Who Served



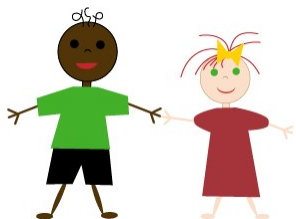
We are pleased to partner with the Owens Corning Roof Deployment Project, a nationwide effort to show gratitude and honor to the veterans who served our country and the families who support them through roof replacement.

HOME REPAIRS COMPLETED:

- Home repairs completed since 2011: **52**
- Home repairs completed in FY2024: **10**

Operation Playhouse

Honoring Those Who Have Served Our Country



Since 2014, 487 playhouses have been built for the children of New England veterans and military families.

Operation Playhouse is a unique program that benefits local veterans and military families and their children while helping to raise funds to support our mission to build homes, communities, and hope for local families and veterans. Partners throughout the community build playhouses that are presented to a veteran or military family at the end of the one-day event. We are proud to give back to those who have served our country.

Habitat for Humanity MetroWest/Greater Worcester is the only Habitat affiliate in Massachusetts to offer this program, and one of a few across the U.S. to honor service men and women through Operation Playhouse.



Read some quotes from a past recipient of a playhouse and couple of our sponsors below.

FROM A VETERAN FAMILY: *"Your generosity and thoughtfulness mean the world to us, especially during this time of deployment. This playhouse has brought so much joy and light, and the smiles are priceless. Thank you for making such a positive impact on our family and community as a whole. We are truly grateful."*

FROM SPONSORS: *"Building the playhouses was not just about construction; it was a rewarding journey. Seeing the local impact of our efforts truly embodied the spirit of what we...aim to achieve. Investing locally is our top priority, and this project perfectly honored Veterans and our commitment to making a real impact. There's something uniquely satisfying about providing these kids with a tangible space to create lasting memories." — DoorDash*

"I cannot say enough about the Operation Playhouse experience. The smiles on the faces of the children, the gratitude felt from them, the entire experience start to finish is so rewarding. It is a win, any way you look at it. It's a great team building event, and the Habitat team was unbelievable - but nothing beats the moment the families arrive. Those interactions created memories we will all treasure." — Nouria





FY2024 Fundraising Events

HIGH HEELS AND HARD HATS AUCTION & GALA AND BID TO BUILD HOMES ONLINE AUCTION

Hosted at the Sheraton Framingham Hotel and Conference Center on October 26, 2023, our High Heels and Hard Hats Live Auction & Gala honored Greta Barjami, CEO of Golden Group Roofing as our Golden Hammer awardee. She and her company, Golden Group Roofing, have supported Habitat for Humanity MetroWest/Greater Worcester by donating roofing and labor, making our homes safe and secure, and allowing us to move our mission forward to build homes, communities, and hope for local families.

In addition, we presented our Housing Advocate Award to Edward Augustus, Jr., Massachusetts Secretary of Housing and Livable Communities. Also, Mr. Augustus, as the Worcester City Manager, was a strong advocate on behalf of our mission. He continues to keep affordable housing in the forefront throughout the state of Massachusetts in his current role.

We heard from two of our single mothers, Yaritza and Rebecca, about their experiences and the near impossible quest to find a safe and affordable home. They spoke of hope after partnering with Habitat for Humanity MetroWest/Greater Worcester that allowed them to live in a safe and affordable home. Both remarked on their love of and concern for their children to grow up in safe surroundings, and how that love pushed them forward to find a safe place to live.

Separately, an on-line Bid to Build Silent Auction featuring great gifts and ease of use was held, also producing great results.

Combined, the live and silent auctions brought in a total of **\$145,468.74**.

We thank all the participants, volunteers, and sponsors who supported our Live and Silent Auctions. One hundred percent of the proceeds benefit our mission to build homes, communities, and hope for local families.

WOMEN BUILD 2024

Women Build brings our communities together to help local women and families build strength and stability through affordable homeownership. **Teams fundraise or sponsor and then help build or repair an affordable home.**

In FY 2024, 15 teams participated in Women Build, together raising over \$43,000, while also building for a day on affordable home build sites in Worcester and Northborough, and assisting with home repairs in Holliston.

Thank you to our Women Build teams for their commitment to local women and families seeking a stable, affordable, and safe home through our Home Build and Home Repair programs.

WOMEN BUILD NOW OPEN YEAR-ROUND!

Build Days are held Wed – Sat most weeks. Reserve your day now!

Fundraising Teams: Contact Sara.Costello@habitatmwgw.org

Sponsored Teams: Contact Deborah.Huegel@habitatmwgw.org



Habitat for Humanity
MetroWest-Greater Worcester

640 Lincoln Street, Suite 100 - Worcester, MA
310 Pond Street (Route 126) - Ashland, MA

FY 2024 Worcester and Ashland ReStores

- Our Worcester and Ashland ReStore locations achieved a combined gross revenue of \$1,731,122.
- Our combined net revenue was \$432,834.
- ReStore diverted more than 1,125 tons of reusable treasures from landfills.
- Our ReStores hosted 1,579 volunteers and benefited from 10,110 hours of volunteers' time.
- We continue to receive record numbers of donations.

FY24 was very exciting. Both of our stores broke their one-day sales records. We have seen a record number of donations from residential donors. We welcomed new corporate donors and received many corporate referrals.

In FY24 we rolled out an eCommerce platform. We continue to refine our process.

Our Team Leadership attended conferences in Los Angeles and Atlantic City, bringing back exciting ideas and valuable information.

Our team accepted its largest single donation. It consisted of many truck loads of a drama series production, which included three seasons of set and props. Our team of staff and volunteers processed this massive donation very quickly.

Every purchase at the ReStore helps local families build strength, stability, and self-reliance through affordable housing. Our Worcester and Ashland ReStores accept donations and sell a constantly changing inventory of diverse, high-quality merchandise to the public at a fraction of the retail price, while diverting reusable household items and building materials from area landfills.

A good deal for you, your community, and the environment.





FY2024 Volunteer Statistics

In FY24 we engaged 3,436 volunteers on our build sites, our administrative office, and our ReStores. Thank you for your gift of time which makes a difference on behalf of local families! Other volunteer fun facts from FY2024:

- In FY24 volunteers donated more than 23,000 hours of their time.
- The website independentsector.org gives an estimated value of the volunteer hour at \$33.49.
- 48 first-time volunteer orientations sessions were conducted in FY24.
- 73 teams of volunteers joined us at our home build sites in FY24, made up of corporate groups, churches, schools/universities and even a group of neighbors that came out to our Sunderland Road build to volunteer their time to help their future neighbors.
- The Worcester ReStore started a new partnership with HomeBase Behavior, an organization that focuses on improving behaviors to enhance the lives of our clients with autism.
- We expanded our outreach to local high schools including St. Marks in Southborough. An onsite visit to St. Marks provided the students some of the history of Habitat for Humanity, as well as our mission and volunteer opportunities. Students then volunteered for a day on our build site located at Sunderland Road.

Thank you to all our volunteers!



Every Gift

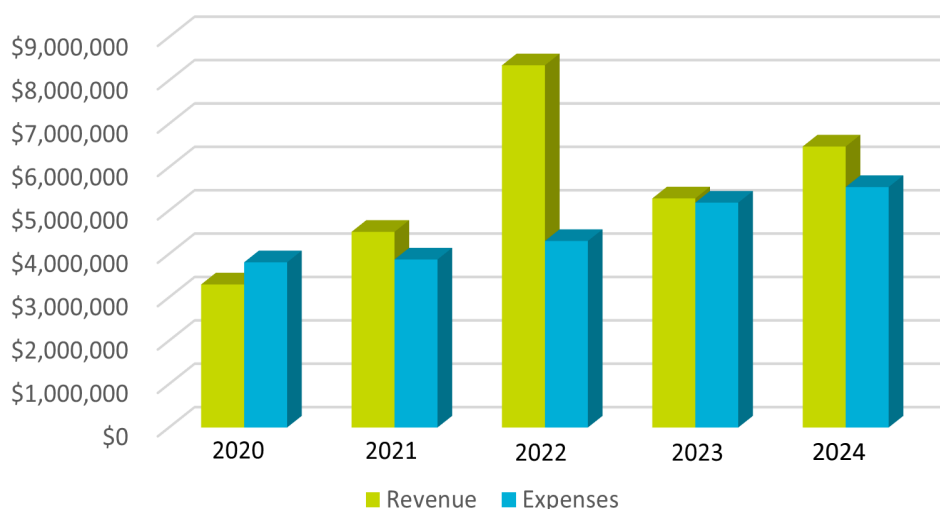
Helps a Family Help
Themselves.



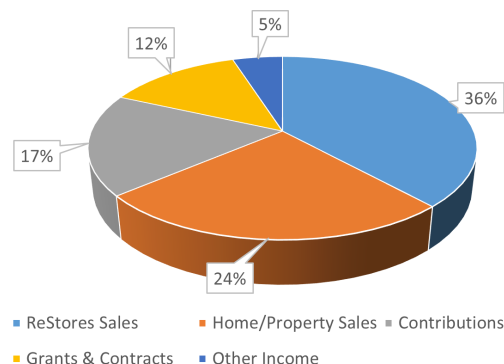
FY2024 Financials

July 1, 2023 to June 30, 2024

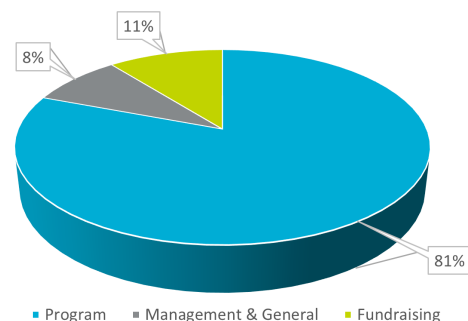
FIVE-YEAR REVENUE & EXPENSE TRENDS



SOURCES OF INCOME



DISTRIBUTION OF SPENDING



The income & spending charts exclude \$1.7M donated product received by ReStore, and recognized as cost of goods sold.

Statement of Financial Position

ASSETS

Cash & Escrow	\$ 2,006,297
Receivable	\$ 367,007
Investment - Treasury Bills	\$ 3,187,631
Mortgages - Current	\$ 135,337
Construction in Progress	\$ 1,041,473
Prepaid Expenses	\$ 61,144
Inventory - ReStores	\$ 157,946
Total Current Assets	\$ 6,957,105
 Property and Equipment, net	 \$ 246,983
 Mortgages - Net of Current	 \$ 1,382,143
Other Land Held	\$ 18,700
Other	\$ 1,699,184
Total Other Assets	\$ 3,100,027
 Total Assets	 \$ 10,304,115

LIABILITIES AND NET ASSETS

Accounts Payable	\$ 58,973
Accrued Expenses	\$ 213,302
Deferred Revenue	\$ 51,068
Escrow Deposits Payable	\$ 57,816
Current Portion of Long Term Debt	\$ 493,472
Total Current Liabilities	\$ 874,631
 Long Term Debt	 \$ 2,867,779
 Total Liabilities	 \$ 3,742,410
 Total Net Assets	 \$ 6,561,705
 Total Liabilities and Net Assets	 \$ 10,304,115



Our Volunteers, Sponsors, and Donors help to ensure that families will not have to choose between a safe home, nutritious food, health care or reliable transportation.

Thank you to all of our FY2024 Supporters

DREAM ARCHITECT \$100,000+

Fletcher Foundation
Town of Northborough

FOUNDATION SUPPORTERS \$50,000 - \$99,000

Charlesbank Homes Foundation
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The Stoddard Charitable Trust
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Michael and Beth Wimberly
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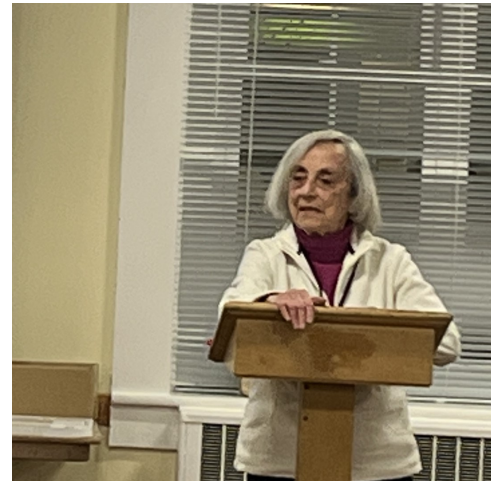
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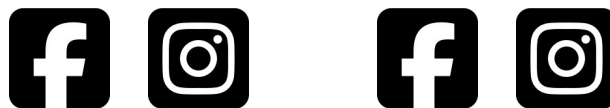


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