



# A Year of *Transformation*

**Annual Report July 1, 2021 – June 30, 2022**

See your full impact, including stories and videos, at [tchabitat.org/transformation](https://tchabitat.org/transformation)

## **Mission**

Our mission is to bring people together to create, preserve, and promote affordable homeownership and advance racial equity in housing.

## **The Impact of Your Gifts**

*When you donate to Twin Cities Habitat for Humanity, your gifts power programs to create, preserve, and promote affordable homeownership. Read more about each program below.*

### **Homeownership Program**

Twin Cities Habitat is best known for its Homeownership Program, which creates homebuying opportunities for low-income local families. Clients partner with Habitat to buy their homes using Habitat's affordable mortgage\*, which can be used to buy a home built or rehabbed by Twin Cities Habitat or buy a home for sale on the open market and partner with Habitat for rehab assistance.

*\*Habitat mortgages, called "TruePath Mortgages," are provided through our wholly-owned nonprofit mortgage company, TCHFH Lending, Inc.*

### **A Brush with Kindness Paint and Repair Program**

Twin Cities Habitat preserves homeownership and strengthens neighborhoods by helping low-income homeowners repair and maintain their homes.

## **ReStore Home Improvement Outlets**

Twin Cities Habitat operates two ReStore Home Improvement Outlets open to the public. ReStore Outlets sell quality donated home furnishings, furniture, and building supplies at a fraction of the original cost. ReStore generates revenue to support Habitat's mission, provides low-cost building materials, keeps usable materials out of landfills, and increases the breadth of donations Habitat can accept.

## **Mortgage Foreclosure Prevention**

Twin Cities Habitat assists families who are facing foreclosure or who have fallen behind on their mortgage payments.

## **Community Engagement**

Twin Cities Habitat engages communities where we build and work. We have intentional neighborhood partnerships with multiple neighborhoods in Minneapolis and St. Paul, and we engage communities across the metro area through events, listening sessions, etc.

## **Global Engagement**

Local donors and volunteers join Twin Cities Habitat in impacting the global mission through service trips and philanthropic gifts.

## **Advocacy**

Habitat Housing Hero advocates lead the call for public investment and good housing policies.

## **Volunteerism**

Twin Cities Habitat volunteers contribute to the mission on construction and repair sites, at ReStore Outlets, in the office, and through board and committee service.

## **Who We Serve**

Twin Cities Habitat for Humanity serves Minnesota's Twin Cities seven-county metro area, including Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, and Washington Counties. Our programs are aimed at low- and moderate-income families. The income requirements vary by program, but in general all our clients earn less than 80% of the area median income. Twin Cities Habitat for Humanity is an Equal Opportunity housing agency and Equal Opportunity Affirmative Action employer.

# Fast Facts

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## Your Impact

### Create Homeownership

- 🏠 387 families partnered with Twin Cities Habitat's homeownership program
- 🏠 89 families bought homes with Habitat
- 🏠 141 households were introduced to the homeownership process
  - 84 households graduated from financial coaching into mortgage readiness
  - 57 households were already mortgage-ready when they applied
- 🏠 37 Habitat homeowners paid off their mortgages, bringing the total to 328 since 1985
- 🏠 129 households completed Habitat Homebuyer Education

### Preserve Homeownership

- 🏠 28 *A Brush with Kindness* home repair projects completed to preserve homeownership
- 🏠 32 seniors received home safety modifications
- 🏠 136 non-Habitat homeowners received counseling to prevent foreclosure

### Promote Homeownership Beyond the Twin Cities

- 🏠 56 international families bought homes thanks to our Global Impact Fund and Global Village volunteers
- 🏠 \$5 million Twin Cities Habitat received the Clarence Jordan Award for contributing \$5 million to Habitat's global work since our affiliate began
- 🏠 First Habitat MinneVillage build trip for Twin Cities volunteers to partner with a family in Greater Minnesota

**In total, 677 households partnered with Twin Cities Habitat this fiscal year.**

# The Habitat Community

## Volunteers

- **6,594 volunteers** gave of their time on Habitat build sites, at home repair projects, in our ReStore Home Improvement Outlets, through advocacy actions, and more.
- **103,366 hours** served by volunteers, which is valued at **\$3.3 million** (*Independent Sector value of volunteer hours for MN*)
- **54 AmeriCorps Members** served on build sites, repair sites, and the office
- **23,135.75 hours** served by AmeriCorps Members

### Top 3 Construction Volunteers

1. Christopher White, 758 hours
2. Larry Martin, 640 hours
3. Corey Sauer, 616 hours

### Top 3 ReStore Volunteers

1. Wendy Thompson, 383 hours
2. Jim Larsen, 358 hours
3. Larry Coulter, 341 hours

## ReStore Supporters

- **20,780 donors** to ReStore
- **70,490 shoppers** at ReStore
- **\$3.026 million** in ReStore sales for Habitat's mission (*best year ever!*)
- **3.9 million** pounds of material kept out of landfills

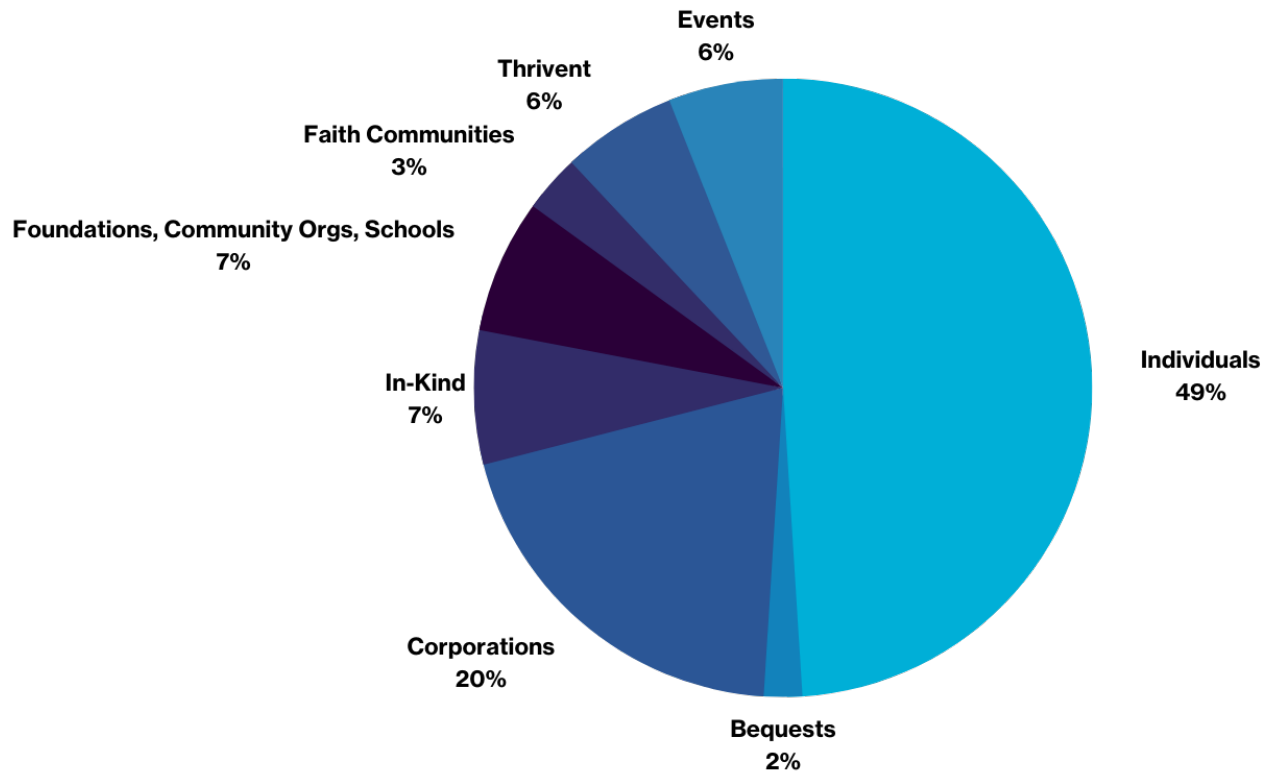
## Advocates

- **12 Action Alert campaigns** connected advocates with lawmakers on affordable homeownership issues
- **146 people** joined our Virtual Habitat on the Hill advocacy day, and **89** virtual meetings took place between grassroots advocates and state legislators

## Donors

- **6,896 donors** gave a total of \$15,037,384
- **1,529 new donors** made a gift to Habitat for the first time
- **77 faith-based groups** lived out their values by supporting Habitat
- **233 businesses** provided financial support to Habitat projects
- **921 Builder's Circle members** gave gifts of \$1,000 or more
- **255 Carpenter's Club members** gave recurring monthly gifts
- **118 Legacy Circle members** included Habitat in their wills

## Breakdown of Sources of Donation Revenue



## Financials

Fiscal Year 2022 Unaudited Financials are available at [tchabitat.org/2022financials](https://tchabitat.org/2022financials).

Audited Financials will be available in December 2022.