working together we build great things

2018 annual report

QQ.



our mission

Seeking to put God's love into action, Habitat for Humanity of Metro Denver brings people together to build homes, communities and hope.

3706





3710

A world where everyone has a decent place to live.

This 2018 Annual Report represents our 2018 fiscal year (July 1, 201

2018).

June 30, .

letter from our CEO





he theme of our 2018 annual report is "working together, we build great things", and it's a sentiment that rings true throughout every facet of our organization. I'm always humbled by the compassion, energy and dedication that our community of supporters invests in Habitat's mission each year. From the 100,000 volunteer hours invested, to the more than 4,000 donors and sponsors who generously donated financial resources to help fund our work, thank you!

In the past year, I think we all experienced the impact of Denver's expensive housing market and the ensuing affordable housing crisis. It's startling to read headlines about how the average price of a single family home in Denver now exceeds \$500,000. But beyond the headlines, the ramifications of our expensive housing market are being felt across the community. Essential members of our workforce like teachers, nurses and police officers are now struggling to afford to live in a city that they've long been able to call home.

At Habitat for Humanity, we're constantly evaluating what we're able to do as an organization to help address Denver's affordable housing crisis, and increase our impact. We're looking at ways to expand our scope of services to help address some of the changing needs across our community. One example is our CAPABLE program (Community Aging in Place – Advancing Better Living for Elders), which is a first-ofits-kind program in partnership with the Colorado Visiting Nurse Association. We're proud to have helped 60 homeowners "age in place" through this program last year, and have plans to partner with 100 more next year.

I'm always humbled by the compassion, energy and dedication that our community of supporters

> invests in Habitat's mission each year."

Throughout this annual report you'll read inspiring stories. One example is Hattie, one of our first CAPABLE partners who is now feeling more confident and comfortable continuing to live in her home. Or you can read about Arnold, one of our first Home Repair partners in Denver's Westwood neighborhood. He feels like his home is safer now that he could afford to do essential improvements.

We know that owning an affordable home makes a life-long impact on a family. Through our Habitat homeowner research, we know that homeownership has broad-reaching impacts on financial stability. educational outcomes, health, and quality of life. We've learned that children who grow up in a Habitat home in metro Denver have a 98% high school graduation rate... and that's 19 percentage points higher than Colorado's average. We also know that 70% of Habitat homeowners feel that they're doing better financially now than they were in the past.

Thank you for your meaningful investment in Habitat's mission. Your support is making a difference that will be felt for generations. Working together, we build great things!

In partnership,

Heather

Heather Lafferty, CEO



aging-in-place



Because of CAPABLE, I feel more comfortable in my home. I can hold onto the railing & not fall. I feel safe."



attie is an energetic great-grandma who purchased her bi-level home in Aurora in 1976. Today, Hattie is full of joy, confidence, and energy - and she credits a lot of her current disposition to the CAPABLE program.

Habitat Metro Denver and the Colorado Visiting Nurse Association's CAPABLE program is a support program for seniors who want to age in their home. CAPABLE includes ten home visits with an occupational therapist, a registered nurse, and a handyman (aka Habitat Metro Denver) who identify mobility and self-care issues and fix or modify them.

"I never thought someone could come into my home, be so supportive, and help repair things so that I don't have to leave my home," Hattie shares about her CAPABLE partnership. "I didn't think programs like this existed!"

Hattie had struggled in recent years to feel comfortable moving around her house - especially with two sets of stairs to navigate. Habitat was able to assist Hattie by installing handrails on both sides of the stairs, adding grab bars in the bathroom, and installing an additional step so that Hattie can get into the house from the garage more easily.

isa and Francisco want nothing more than to raise their children in a safe environment, but with Denver's high housing costs, their options were limited. Before partnering with Habitat, Lisa found an affordable, 3-bedroom apartment for their family of eight, but with bullets still lodged in their front porch from a recent shooting, they worried every time their children stepped out the door.

"Our kids' bikes were stolen the first day we lived there," Lisa shared. "They deserve to live in a place where they "Francisco and I are working hard towards better things can be safe, have the freedom to play outside and just be for our family - we want to lead by example and teach our kids." kids about credit scores and the importance of building their credit," shares Lisa. As parents, they're proud to Now the proud owners of a 5-bedroom home at Sheridan provide their children with a safe and stable home so that Square, Lisa and Francisco know that a world of new their children can grow into their full potential. "Whatever opportunities has opened up for their children. "Sheridan our kids' dreams are, I want them to go for it 100%. We Square is in such a nicer neighborhood than where we want our kids to be independent and self-sufficient."

affordable homeownership

lived," shares Lisa. "This is huge for us... huge for our life and our dreams."

This literally is our dream come true."

home repair



We have eight grandchildren and want to make sure they're safe when they visit. **With Habitat we feel safe** and know that everything was done right."

rnold can't stop smiling when he stands on his front porch marveling at his recently repaired home. From replacing doors and windows, to fixing the soffit on his back porch, one week of work has made a difference for many years to come for Arnold and his family. "I used to be able to feel the wind coming in from under my front door," Arnold recalls. "We had big temperature changes and lost a lot of energy because of those old doors."

Arnold had also spent years dealing with birds that continually built nests in roosting spots on his back porch. "I had been cleaning out at least three new bird's nests each week," Arnold laments. "You have no idea how much nicer it is now."

"There would be no way, on my income, that I would be able to do this kind of work without going into debt," shares Arnold. As a low-income homeowner in Denver's Westwood neighborhood, Arnold is not alone. Since expanding our home repair program in 2018, Arnold's home repair project marks the 14th that Habitat completed in Westwood and our 200th home repair since launching the program in Globeville in 2012.

Arnold is so grateful for the opportunity to partner with Habitat. "We have eight grandchildren and want to make sure they're safe when they visit. With Habitat we feel safe, and know that everything was done right."



This is really a chance for us to live."

Becoming a Habitat homeowner this year. "I had been moving every two years due to my landlords selling their houses," explains Branda.

"By partnering with Habitat, I have the financial stability of an affordable mortgage and don't have to worry about landlords raising rent or selling," Branda shares.

As a full-time phlebotomist, life has always been busy for Branda but she never stopped working hard to make ends meet for her family. She's always wanted to provide a healthy place for her son to grow up, and accessible living space for her uncle who lives with them as well.

first generation homeowner



- "I'm a first time homeowner and a first generation homeowner," exclaims Branda. "My son will
- t to experience a strong community. He's going



into the sixth grade this year, and he will be able to have the same friends through middle and high school."

"This is really a chance for us to live. Just having this opportunity - especially in Colorado - means so much.
Otherwise I would have never had this chance."

our volunteer community







In their own words:

- **6** What you get from volunteering with Habitat is so worth it – like friendships and skills. Everyone has a good attitude. I love the community here."
 - Stephen Gelhaus Core Volunteer (home repair)
- **1** The best thing about my volunteer experience at Habitat was the friendships I made."
 - Colleen Johnson ReStore Summer Youth Volunteer

I'm a Core Volunteer because I believe I can make an impact at Habitat."

- Tom Muldoon Core Volunteer (construction warehouse)

or the past 39 years, volunteers have donated their time to Habitat in order to be a part of the change they want to see in our community. From first-time volunteers who spend a day with us, to our Core Volunteers who regularly dedicate their time to our mission, every helping hand has made a difference!

Great deals. Great people.

I've shopped here for years. Windows, doors, plumbing fixtures, paint - good prices and a wonderful mission."

- a ReStore customer from a Google customer review

e started in 2004 as a single home improvement thrift store, and have grown over the years into a thriving retail operation with five stores across metro Denver. And 2018 was our biggest year yet! With an average of 60,000 people shopping at our stores each month, our local homeownership programs would simply not have the same impact if it weren't for the important funding generated from our ReStores. In 2018, our five stores in Denver, Littleton, Wheat Ridge, Aurora and Highlands Ranch generated over \$6 million in gross sales!

In addition to the critical funding our five ReStores provide our local programs, we've recently learned through customer research that a majority of our customers are low to moderate income homeowners who rely on the quality merchandise we're able to sell at low prices.

We're so proud to provide affordable home improvement options to everyone in the community, while also supporting our affordable homeownership programs. Working together, we build great things!

our ReStore community







our global community

Since 1985, Habitat for Humanity of Metro Denver has made a global impact by investing in Habitat's work in 40 countries around the world. In 2018, we reached the milestone of investing more than \$3 million in Habitat's global work, and have sponsored more than 900 homes internationally.

We're currently partnering with six Habitat affiliates around the world, and are proud to be making a difference in Cambodia, Ethiopia, Jordan, Lesotho, Nepal and Nicaragua.



an **ethiopian** story

"This house helped us improve our education!"

Lemlem and her two teenage daughters used to live in a dilapidated house that had a dusty floor and a leaky roof. Their housing conditions were so bad that one side of their house was on the verge of collapsing, putting all of their lives at risk. As a daily laborer who earns \$40 USD per month, Lemlem was doing her best to provide for her daughters so that they could attend school. But her salary was barely enough to cover basic needs, let alone home repairs. That's when they partnered with Habitat Ethiopia to completely renovate their house. Today, Lemlem and her daughters are thriving in their Habitat home that's safe, healthy and has quiet space for them to focus on their studies.

a **nepali** story

"Without Habitat's support my family would not imagine building a house with my meager income."

Sita is a hardworking mom of two who partnered with Habitat Nepal's Earthquake Assistance Project after the devastating 2015 earthquake turned their original house into a pile of rubble in a matter of minutes. Forced into a refuge shelter during the aftermath, Sita looked for work as a farm hand in order to support her son and daughter. Since partnering with Habitat, she's been able to rebuild her life with a new 2-bedroom home using earthquake resilient materials including mud, rebar, cement, stone and bricks with CGI sheets for roofing.















our tithe partners 1985-2018



our donor community

cornerstone partners \$100,000+

Anonymous (1) Ryan W. & Jill K. Ahrens Colorado Federal Savings Bank Wells Fargo

full home builders \$85,000+

Anadarko Petroleum Corporation Concord Energy LLC Habitat Helpers Habitat Interfaith Alliance Transamerica West Metro Habitat Interfaith Coalition

wall raisers

\$40,000+

Anonymous (1) Ed & Roxanne Fie Anderson The Anschutz Foundation The Duke Street Kings' Blues & BBQ for Better Housing Block Party Jay & Bunnie Busch Carpenter's Helpers Cisco Systems, Inc. and Cisco Foundation Alan & Judith Cogen Colorado Health Foundation Colorado Housing and Finance Authority Daniels Fund DST Systems, Inc. **Fie Family Foundation**

Holy Hammers Kodiak Building Partners Loaves and Fishes Mile High United Way The Miracle Workers NextFifty Initiative Colleen & Bill Porterfield SM Energy Company Thrivent Financial Harry and Jeannette Weinberg Foundation

bricks & mortar \$20,000+

Zunesis

Anonymous (2) ALPS Arvada-Jefferson Kiwanis Foundation Bank of America Foundation **Benson Family Foundation** Christ Church United Methodist **Crestone Peak Resources LLC** CSG International **Denver Broncos Football Club** First Presbyterian Church of Golden Great-West Life & Empower Retirement Dorothy Harmsen and Bill Harmsen, Sr. Charitable Foundation Hugh & Michelle Harvey Robert & Judy Heaton Jonah Energy LLC Taylor & Molly Kirkpatrick The Mark and Linda Kissel Family Foundation

Leprino Foods Liberty Oilfield Services MarkWest Energy Partners Mutual of Omaha Bank Ottoson Family Fund Prologis St. Michael the Archangel TCF Foundation U.S. Bank Urban Lights Whiting Petroleum Corporation

foundation sponsors \$10,000+

Anonymous (2) Bank of the West John A. & Nancy Ann Battilega Dan & Jill Becker Bellco Credit Union Bethany Lutheran Church ELCA Gregory & Rebecca Bowlin **Business for Social Good CBRE** Foundation. Inc. Cherry Hills Community Church **Confluence Companies LLC** Denver St. Patrick's Day Parade Committee Marc & Renee Ducnuigeen Eastern Hills Community Church Josiah W. and Ann Ellis First American Title Insurance Company FirstBank **Fulcrum Foundation** Global Technology Resources, Inc.

Gooding Family Foundation Homestead Title Honeyfield Family Todd Ignat Bob Jones Pass It on Fund Kaiser Permanente KSL Capital Partners LLC Jerry & Margot Ladd Heather Lafferty & Dart Winkler Marketo, Inc. Martines Palmeiro Construction Montview Blvd. Presbyterian Church NetApp. Inc. Joe O'Callaghan, Partner, Vation Ventures Owens Corning PB and K Family Foundation PCL Construction Services. Inc. PepsiCo **Quinette Family Fund Robinson Family Trust** St. Thomas More Catholic Church David and Susan Stern TD Ameritrade Tovota The Travelers Companies, Inc. TRELORA LLC George VanHeeren Patricia A. Yingst

adopt-a-day

\$5,000+ Anonymous (6) Advanced Systems Group

Altisource Assured Partners of Colorado Scott & Cherie Axelrod. MoonStar Investments **Black Knight** BT Construction, Inc. Calvary Baptist Church of Denver **Cenco Building Services** Glenn & Donna Chapman CRL Associates, Inc. James & Phyllis Currans Chase & Robin Curtis **Dawn Food Products** Mr. Ethan C. & Jennifer M. Elzen Fairfield Inn & Suites John & Kathy Fenley Land Title Guarantee Company. John E. Freyer **GE Johnson Construction Company** Grace Family Foundation HealthONE Howell Construction J.R. Butler, Inc. Jackson National Life Insurance Company Charles R. Jelm Charitable Foundation Stephen T. & Pamela P. Johnson Jameson Jones & Mallene Wiggin **Koelbel Family Foundation** James Kress R. James & Alice Lafferty Leatherwood Foundation Leidos Lohmiller & Company



Long Building Technologies Howard & Charlotte Mai Marx Okubo Associates, Inc. Mega Star Financial Louis R. and Dorothy M. Meister Foundation MidFirst Bank Moore-Niederman Family Foundation J. K. Mullen Foundation Shames-Makovsky Realty Company Our Lady of Loreto Catholic Parish **Opus Foundation** OZ Architecture of Denver. Inc. Partner Engineering and Science. Inc. John & Susan Patti Peak Resources. Inc. Pella Windows & Doors, Inc. The Presbytery of Denver Quisitive **RevGen Partners** St. Mary Catholic Parish Willa Mae Stein **TEGNA** Foundation Bob & Betsey Unger Susan & Paul Walker Tim & Lisa Walsh Wazee Digital, Inc. West Monroe Partners Russell L. Wheeler World Wide Technology

This 2018 Annual Report represents our 2018 fiscal year (July 1, 2017 - June 30, 2018).



adopt-a-dav \$2.500+

Anonymous (6) 2-10 Home Buyers Resale Warranty 919 South Columbine St. LLC Alpine Buick GMC Ted & Debbie Appel Audi Denver Audi of America. Inc. Greg & Jenny Baldwin BCER Engineering **BOK Financial** Brown Brothers Harriman Joan & Robert Buhler Mark & Jennifer Burton **Caliber Construction** CBRE **Charles Schwab** CIGNA Citvwide Banks Communications Strategy Group CORE Consultants. Inc. Cresa Larry & Marilyn Criner Mike & Marla Criner **Cross Connect Engineering CRS** Insurance Brokerage Christopher C. Dalton **DBC** Irrigation Denver Metro Chamber of Commerce Denver Transit Partners **Eide Bailly LLP** EnviroFinance Group Etkin Johnson Real Estate Partners

Debra Fagan, LIV Sotheby's International Realty Felsburg Holt & Ullevig **FMI** Corporation **Dennis & Gail Fodness** Brad & Liz Forth GenCorp Technologies, Inc. Guaranty Bank and Trust Company Tiffany & Tyler Hall Harris Kocher Smith Haselden Construction LLC **HBB** Foundation Hilti North America Todd & Beth Hoffman Mark & Jenny Hopkins i2 Construction IMA of Colorado, Inc. Iron Woman Construction & **Environmental Services** iStar Financial, Inc. JE Dunn Construction Jefferson Unitarian Church James & Pam Johnston Robert & Sheryl Josephson Lion Equity Partners Littleton Rotary Foundation, Inc. Michael L. & Lori Lohaus Kathleen P. Lyle The Marr Charitable Foundation Family Mayer Foundation Mile Hi Church of Religious Science Steven & Molly Moats **MycoTechnology** NavPoint Real Estate Group

Nelnet, Inc. Nissan Group of North America Northwood Investors Karl Kris Odwarka Our Lady of Fatima Catholic Church Peace Lutheran Church Pear Workplace Solutions, Inc. Perficient, Inc. Milam R. Pharo & Joey Porcelli Plante Moran Pure Good Foundation Rudy and Alice Ramsey Foundation RockSol Consulting Group, Inc. Heather & Frank Rooney Jane E. Salland & Andrea Falconieri Taylor & Kimberly Schollmaier Steve & Joan Shaffer Shepherd of the Hills Presbyterian Church Smartwire Corporation Stadium Management Company LLC Michael & Diane Takac Carson & John Taylor Trace3. Inc. Dennis & Joanna Trescott Two Roads Hospitality United Rentals Craig & Nichole Walters Wellshire Presbyterian Church Wheat Ridge Presbyterian Church Denise E. Woodward Workplace Elements LLC David J. & Debbie S. Younggren Jeffry Zalkind

aifts in kind

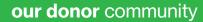
ACBH Agency Amazing Moves Arapahoe Concrete Inc. **Baker Concrete Construction BCER** Engineering **BOA** Construction Carpet Exchange **Celebrity Homes** Corey Electrical Engineering, Inc. Cress Kitchen and Bath Davis Graham and Stubbs LLP **Denver Broncos Football Club Denver Builds/Country Club Towers** Ed & Roxanne Fie Anderson Eddie Merlot's Prime Aged Beef & Seafood Elite Construction Energy Logic Fairfield Inn & Suites Frontier Bolt Fusion Lighting Google, Inc. Great Plains Moving and Storage HD Supply Hi-Tech Electric Hunter Douglas Inc. Ireland, Stapleton, Pryor & Pascoe, PC Isl Johns Manville Lohmiller & Company Masco Cabinetry **Owens Corning RevGen Partners**

Ritz Carlton Saddle Back Shaw Construction Simpson Strong-Tie SSG MEP, Inc. SSI **Tilev Roofing Timber Ridge Builders** Turn Style Consignment United Advertising Corporation Urban Lights Valspar Corporation Jo R. Van Watkins Shepherd Trucking Wayfair Whirlpool Corp Win Wholesale

legacy builders

years to come.

Anonymous (6) Rev. Alaina W. Adams Jane M. Armstrong Marcia & Rick Ashton Haradon & Elizabeth Beatty The Estate of Shirley Benson Kleiber The Estate of Susan H. Brant Melanie Brown Thomas R. & Linda S. Brunn H. William Clarke



Legacy Builders have generously included Habitat for Humanity of Metro Denver in their estate plans. ensuring we'll be here for many

John Dorev Laura R. Fisher The Estate of Mark S. Foster Ginny D. Gelbach F. Ann Gilbert Trust The Estate of Jane C. Havs Karen J. Hickey The Estate of Constance L. Jackson Bob Jones Pass It On Fund Dawn S. Kaback Randy & Debbie Komisarek Heather Lafferty & Dart Winkler Robert Lepic Joan W. Lewis Irrevocable Trust Howard & Charlotte Mai Elizabeth M. Morris Mona Nicholson Perry C. & Virginia H. Peine Lori Pidick & Mark Niles Johnny M. Reagan & Danette Anderson Paul Richardson & Jennifer Fowler The Estate of Georgelynn M Schmidler Daisy Shrock The Estate of Dorothy Mae Smith Charlotte Stelmok & Ilene Kasper **Doris Stipech** Michael D. Trollinger George VanHeeren Patricia A. Vick Patricia A. Yingst David J. Ziegler

balance sheet

assets	
cash and cash equivalents:	\$3,531,946
investments held by	
The Denver Foundation	\$4,756,346
escrow deposits held in trust	\$264,125
grants receivable	\$581,249
construction in progress	\$9,171,610
other assets	\$951,767
mortgage notes receivable, net	\$15,880,116
new market tax credit investments	\$8,642,762
property and equipment, net	\$3,982,507
total assets	\$47,762,428

liabilities & net assets

line-of-credit	\$250,000
accounts payable	\$412,493
other accrued expenses	\$606,702
homeowner deposits	\$66,027
deferred rent	\$129,460
escrow deposits held in trust	\$264,125
mortgage note payable	\$1,144,404
notes payable	\$14,828,561
notes payable (forgivable loans)	\$400,800
total liabilities	\$18,102,572

net assets

total net assets	\$29,659,856
temporarily restricted	\$1,907,425
undesignated	\$25,752,431
& infrastructure	\$2,000,000
board designated for land	
unrestricted:	

revenues & expenses

total revenue, gains and support	\$24,012,131
forgiveness of debt	\$2,406,300
other income	\$59,861
rental income	\$114,909
of \$402,571 and refunds	\$5,648,832
net of cost of purchased inventory	
sales from Habitat ReStores,	
second mortgage revenue	\$303,259
mortgage interest income	\$2,207,796
home sales	\$4,566,859
donated goods and services	\$2,220,257
contributions and grants	\$6,484,058
revenues, gains & support	

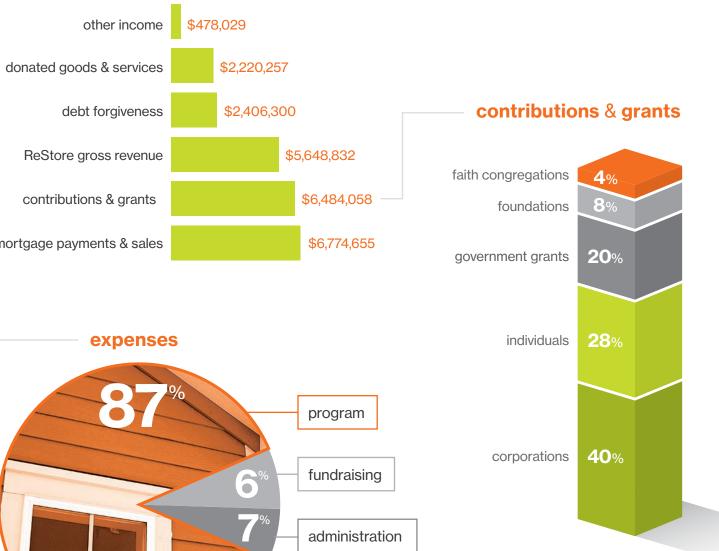
expenses

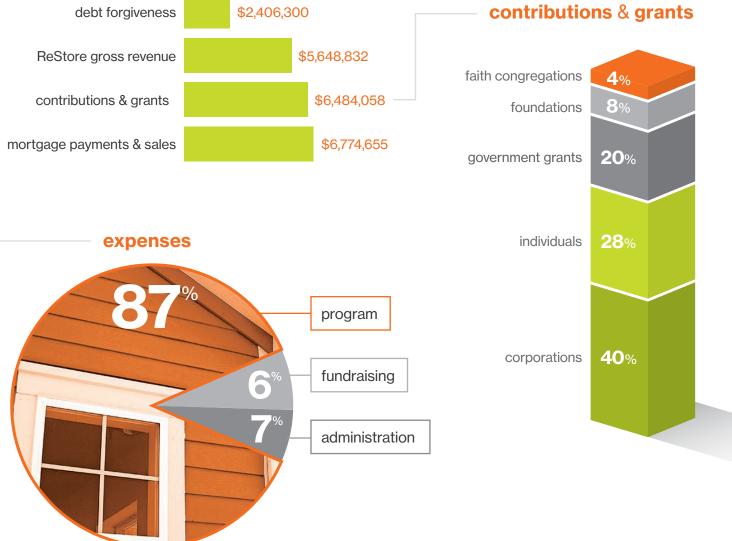
total expenses	\$20,202,275
fundraising expenses	\$1,261,907
administration expenses	\$1,391,710
ReStore operations & recycling	\$4,297,669
family services & support	\$1,047,090
construction & land development	\$12,203,899
program expenses:	
program expenses:	

other income

total other income	\$571,666
investment income	\$571,166
gain (loss) on sale of asset	\$500

revenues, gains & support





total liabilities & net assets

\$47,762,428

our board members

leadership

President Molly A. Urbina

LUIN

Alan-

Vice President Rev. Dr. James E. Fouther, Jr.

Treasurer Gretchen Lenamond

Secretary Michael R. Miller

members

Roxanne Fie Anderson Kelly Brough Ethan Elzen John Fenley Matthew Hanson Jeremy Held Joshua Hunt Brady Kellogg J. Christopher Kinsman Kim Kucera Keith Lobis Javan Ottoson **Ralph Pace** Ann Padilla-Parras Jodi Rolland Sandra Scanlon **Craig Walters** Cris White Laura W. Worzella





No matter who we are or where we come from, we all deserve to have a decent life.

Every single one of us deserves the opportunity to work towards something better, and we all deserve to know we have the power to take care of ourselves and to build our own futures.

At Habitat for Humanity, we want to live in a world where everyone has a decent place to live, grow, and thrive. We see glimpses of our vision every day when the families we partner with are able to leave behind too-crowded, tooexpensive, or too-unsafe housing and move into a home they helped build. A home that will serve as the foundation for the strength, stability and self-reliance they need to thrive.

We know that by working together, and providing hardworking families with a hand-up, we can build great things.

