



Resilient. Hopeful. Together.

# At Home.

Annual Report July 1, 2020 – June 30, 2021

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

## 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.

## ***Age Well at Home***<sup>®</sup>

Twin Cities Habitat's *Age Well at Home*<sup>®</sup> program helps older low-income homeowners safely stay in the homes they own and love for as long as they wish. *Age Well at Home*<sup>®</sup> services include home modifications meant to make spaces safer and more accessible.

## **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

Annual Report July 1, 2020 – June 30, 2021

## Your Impact

- 🏠 **77 families** bought homes with Habitat
- 🏠 **38 Habitat homeowners deferred mortgage payments** due to COVID hardship, joining 100 others since the start of the pandemic
- 🏠 **332 homeowners accessed state-provided COVID housing assistance payments** through Habitat, including 90 Habitat homeowners
- 🏠 **151 households graduated from financial coaching** into mortgage readiness
- 🏠 **35 A *Brush with Kindness* home repair projects** completed to preserve homeownership
- 🏠 **30 seniors** received home safety modifications through our Age Well at Home program
- 🏠 **36 Habitat homeowners** paid off their mortgages, bringing the total to 291
- 🏠 **46 non-Habitat homeowners** received counseling to prevent foreclosure
- 🏠 **58 international families** bought homes thanks to our Global Impact Fund and Global Village volunteers
- 🏠 **3.2 million pounds of material kept out of landfills** thanks to ReStore Home Improvement Outlets
- 🏠 **818 Total families** partnered with Twin Cities Habitat. *Includes every family who had at least one financial coaching session.*

## The Habitat Community

- 👤 **2,916 volunteers** gave of their time despite significant COVID restrictions on volunteering. They served on build sites, at home repair projects, in our ReStore Home Improvement Outlets, and more.
- 👤 **48,056 hours** served by volunteers
- 👤 **28 AmeriCorps Members**
- 👤 **3,2031.5 hours** served by AmeriCorps Members
- 👤 **392 Action Alert messages** sent to lawmakers to advance affordable homeownership
- 👤 **133 people** joined our Virtual Habitat on the Hill advocacy day
- 👤 **22,415 donors** to ReStore
- 👤 **65,000 shoppers** at ReStore
- 👤 **\$2,485,000 in ReStore sales** for Habitat's mission

## Top 3 Construction Volunteers

1. Ann Norberg, 653 hours
2. Corey Sauer, 508 hours
3. Brian Koster, 482 hours

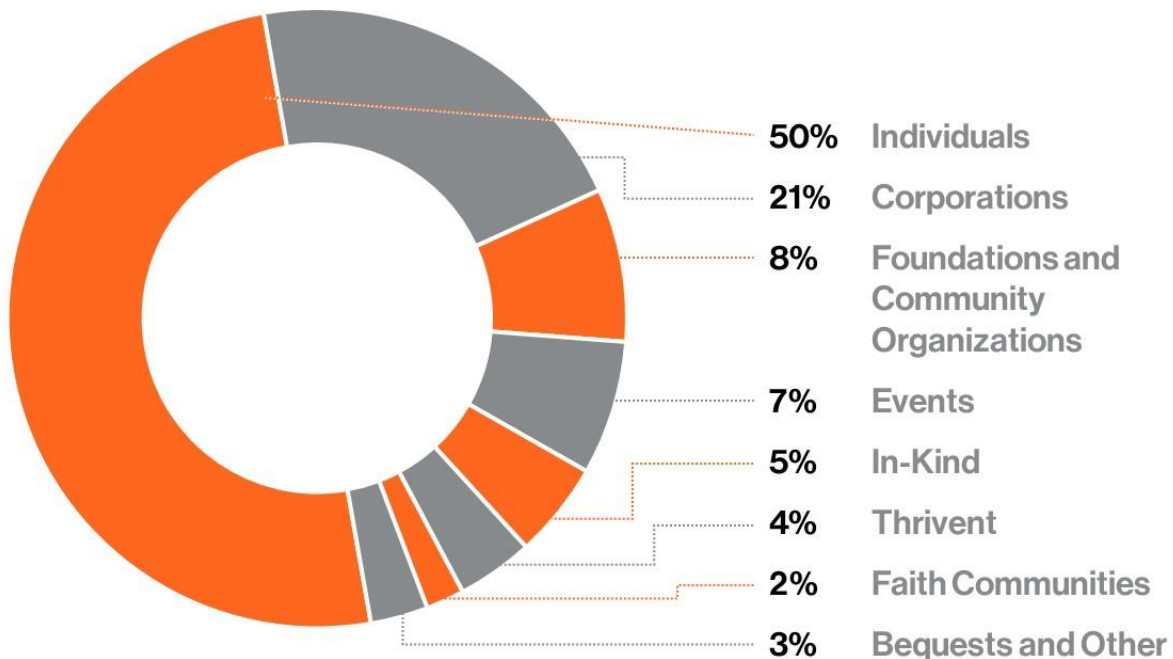
## Top 3 ReStore Volunteers

1. Gordy Weaver, 570 hours
2. Keith Olson, 232 hours
3. Timmy Reckinger, 232 hours

## Donate

- 7,049 donors gave a total of \$12,465,965
- 1,646 new donors made a gift to Habitat for the first time
- 807 Builder's Circle members gave gifts of \$1,000 or more
- 258 Carpenter's Club members gave recurring monthly gifts
- 109 Legacy Circle members included Habitat in their wills
- 67 faith-based groups lived out their values by supporting Habitat
- 187 businesses provided financial support to Habitat projects

## Breakdown of Sources of Donation Revenue



## Financials

Fiscal Year 2021 Unaudited Financials are available at [tchabitat.org/2021financials](https://tchabitat.org/2021financials). Audited Financials will be available in December 2021.