



homemade

with love

2020 ANNUAL REPORT





Our **housing** circumstances
set the tone for almost
every other facet of life

Letter from the CEO

Thanks to you, we are still building

Unprecedented. Challenging. Ever-changing. What can I say about this year that hasn't already been said? A little more than halfway through our fiscal year, we were hit with the same reality as the rest of the world: navigating a global pandemic and the domino effect that it set in motion.

We were faced with so many questions. How would our work continue? Would we be able to keep our doors open? And perhaps most concerning of all: would families still be able to close on their homes?

I'm thrilled to report that we were able to adapt to meet each of those challenges head-on. We found new ways to get the job done, and yes, 86 families still made it to closing day. But the thing I'm most proud of – that we should ALL be proud of – is the drive and determination of each and every member of this great big Habitat Collier family.

The incredible response of our supporters in the first part of our fiscal year helped us reach our fundraising goal early, giving us the financial resources needed to finish out the year strong. Volunteers and seasonal residents have reached out to offer kind words and promises of helping hands as soon as we are ready for them. Staff

didn't miss a beat and made work from home work. Partner families already living in their Habitat homes continued to faithfully make their mortgage payments on time and those families still in the process have worked diligently with their advisors to stay on track. The thing we're hearing from them over and over is that this year has only served to remind them of the importance of home.

It has reminded us, too.

Our housing circumstances set the tone for almost every other facet of life: our health, our employment, our education opportunities, our financial wellbeing and more. Our potential is, quite literally, *homemade*.

Your support of this work we do together is life-changing in more ways than one. As we continue to navigate an unpredictable world, I know one thing that remains constant is your unwavering support and belief in a world where everyone has a decent place to live. For that, we are all incredibly grateful.

Yours in partnership,



Rev. Lisa Lefkow
Chief Executive Officer

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Fiscal Year in Review

2019 - 2020

Give to the Max IX

Our annual matching challenge raised over \$2.4 million to build homes in Collier County. This is the highest total ever for the yearly match. The campaign was so impressive (thanks to all of you!) that we won an award in the PR Daily Nonprofit PR awards for Best Fundraising Campaign! Mark your calendars for our 10th anniversary of Give to the Max from February 5th to February 8th.

450

More than 450 mortgages have been paid off to date.

ReStore Shopping Goes Virtual

Amid the pandemic, we temporarily shut down normal ReStore operations. In order to stay connected with our loyal customer base and to maintain an important funding stream for our mission, we took operations temporarily online and began taking orders through the web with curbside pickup.

24

24 homes closed in Vincent's Acres by the end of the fiscal year

Alumni Tour

When you become part of the Habitat Collier family, you're family forever! We hosted our first Alumni Tour to bring together a group of former job site heroes to see all the work that we're doing in Collier County these days. While they've retired from construction this fun crew was happy to see how far we've come.

\$16 million

\$16 million added to the local tax base in FY20 through new home sales.

Dockside Complete

We were able to complete the last of the homes in Dockside as well as the all-important playground, making this 44-home neighborhood complete after nearly two years of building. The last family moved into their home in late summer and the Community Association is now in the hands of Dockside's residents.

23

23 homes closed in Esperanza in Immokalee by the end of the fiscal year

The New Normal

While we had to close our doors to the public in response to the pandemic, that didn't mean we stopped working towards our mission. We quickly adapted to make family selection, homeowner classes, advisor meetings – and even a little bit of sweat equity – possible remotely.

86

Families purchased their homes thanks to their partnership with Habitat Collier and your thoughtful generosity.

Homemade with Purpose

Major Initiatives



Dockside

Dockside's final four-bedroom home was purchased in September, and the happy family has finally settled into their forever home. The youngest members of the family are overjoyed to be just a few steps from the playground. Now completed, this 44-home neighborhood has elected its Community Association Board and homeowners are now in control of the direction of the neighborhood's future.



Vincent's Acres

We made great progress in Vincent's Acres, with about three quarters of the homes now complete or nearly-complete. This past June, we began welcoming families home and more than half of the community is occupied. We expect to finish construction by summer 2021.



Esperanza

At Esperanza in Immokalee, 23 families closed on their homes. This single family home community features a new home design in both a three and four bedroom model. When this neighborhood is completed in spring of 2022, there will be 62 families who will call it home.



Land Acquisition & Development

Land acquisition continues to be one of the most important facets of our work, as well as one of the most challenging. Our team is working diligently to raise the funds needed to ensure that we have the resources to continue purchasing lots and parcels to be prepared for future homebuyers.



Advocacy

With the arrival of the pandemic last spring, we've seen again just how important having a safe and decent home is for each and every one of us. That means that our voices are more important now than ever when it comes to advocating for better practices and legislation regarding housing. This year, we have combined our Advocacy and Faith Relations teams to create our new Mission Team, effectively strengthening our outreach in both areas and growing our reach to promote outcomes that benefit the community as a whole.



ReStores

As we head into 2021, one of the things we're looking forward to is the reopening of our North Naples ReStore in a brand-new location. We're moving from our space on Yahl Street where we opened in 2015 to a larger and more visible location in Carillon Place, right at the corner of Airport and Pine Ridge Roads. The new spot comes with more parking, more space for all those great finds, and more opportunities to shop and support a great cause. Look for our Grand Opening in early 2021 or stop by our East Naples ReStore to get some great deals today.

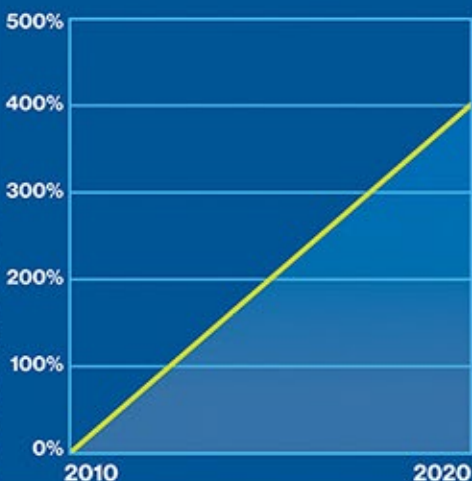
The Cost of Homemade

If you're reading this annual report, it's a good bet that you share our belief that housing is a basic human right and the cost of home should be something we can all afford. Unfortunately, that is not the reality in which many live. Here in Collier County, housing costs continue to rise while wages – especially those in the service and hospitality industries – remain flat. Put another way, our typical homebuyers' incomes have not kept up with the rapid inflation in the costs to build one of our homes.

Many of you loyal donors will remember the days when the total cost of building a home was \$50,000 including the land and all materials. Unfortunately, the days of a \$50,000 home are far behind us. We still work very hard to keep the cost of materials for our homes down, and we have several longstanding relationships that provide donated materials such as appliances, paint, and electrical components. However, over the last decade we have seen the cost of land in Collier County increase over 400%. We have also seen the required infrastructure that must be completed before homes can be built – costs for roads, water, sewers, utilities – increased over 140%. These are expenses that we cannot “cost engineer” and reduce. They are costs set by the government and market conditions.

As a result of these escalating costs, once again we are updating our giving levels to more accurately reflect the reality of building safe, decent, affordable homes in this area. The numbers you see on these pages are indicative of the struggle that working families in our community face each and every day. While we strive to keep our costs as low as possible, the reality of the matter is that we operate in an area where affordability is the exception and not the rule – whether we're talking about families purchasing a home, or a nonprofit covering the costs to build one.

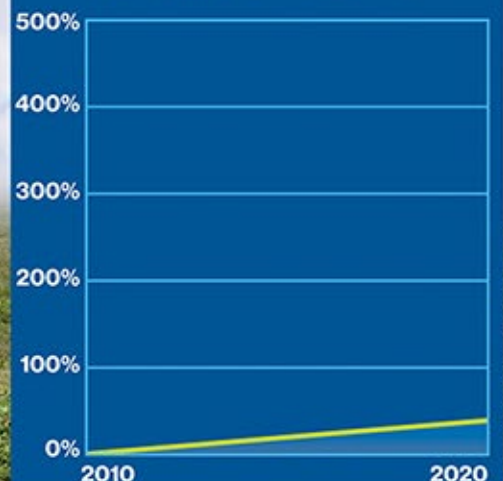
INCREASE IN COST OF LAND



INCREASE IN COST OF INFRASTRUCTURE



INCREASE IN COST OF MATERIALS



Giving Levels

\$200,000 Provides the building materials, homesite and infrastructure for one Naples home

\$150,000 Provides the building materials, homesite and infrastructure for one Immokalee home

\$100,000 Funds the building materials for one home

\$50,000 Sponsors the foundation, walls and roof



\$25,000 Purchases the Homesite

\$500 Funds Windows

\$10,000 Constructs a Kitchen

\$250 Builds a Front Porch

\$5,000 Pays for a Family Room

\$100 Spreads Paint

\$2,500 Creates a Child's Bedroom

\$75 Plants a Shade Tree

\$1,000 Installs Doors

\$50 Buys Nails





Homemade with Unity

In a time when this country seems divided more often than it's not, the one thing we can all agree upon is that 2020 has been a challenging year filled with confusion, unrest, fear and uncertainty. From the COVID-19 pandemic to the social movements that have risen to the forefront, the events of the past year have highlighted so many of the deficiencies in our systems that impact people who are already struggling the most. People like those who come to apply with Habitat Collier every day.

The wave of closures, cancellations, and postponements that came along with COVID-19 at the beginning of 2020 affected all of us, to be sure. But for those who were already living paycheck to paycheck, struggling to keep a roof over their children's heads, or working multiple jobs—often in the industries hit hardest—the impact was devastating.

For many of those essential workers fortunate to still be able to earn a paycheck, their work forced them into close contact with large groups of people: the exact thing that we were all cautioned against. For some, the circumstances were no better at home. Many families struggling with housing instability live with others, sharing houses or even rooms with people or lacking access to basic hygienic necessities.

When you're already struggling to get by, "social distancing" isn't so simple. This pandemic has proven to highlight the fragility of our systems and how severely their failure hurts those already in need.

This housing ministry is committed to doing our part to help promote progress and to be a voice for those who lack a platform from which to be heard. As we well know, our housing circumstances have a profound impact on just about every part of our lives.

As an organization founded on Christian principles, we are committed to using our voice and whatever resources we can gather to affect change and advocate for better, fairer policies when it comes to access to appropriate and healthy housing that is also affordable.

We continue our determination to build as many homes as possible in our community — more than any other Habitat affiliate and one of just 5 in the country to build more than 50 homes a year. Additionally, we're continuing to grow and expand our advocacy efforts within this affiliate with a newly refreshed advocacy arm, the Mission Committee. This team will continue to use their voices at local government meetings as well as throughout the community working to build awareness of our work and the general need for affordable housing options in our community.

As we recommit to promoting positive change and creating outcomes that extend opportunities to those in need, we ask that you join us in doing the same. It could be as simple as sharing some of the facts you've learned in this Annual Report, offering your voice in support of affordable housing with your local government, or by making a gift to help build strong foundations and sturdy roofs for families in our community.

Together, we can build a better community for all of God's people.



Homemade with Generous Hearts

THANK YOU

2,228 total gifts received from donors

406 donors gave for the first time

42 donors made Builder's Circle level gifts

\$100 the most common gift amount

273 donors made multiple gifts

6 thoughtful legacy gifts helped build a brighter future for others

Homemade with Conviction

Faith in Action

In 2020, Thrivent set out to partner with Habitat affiliates across the country, investing \$7 million to build affordable homes. They chose Habitat Collier as one of the participants in this endeavor: the 2020 Habitat-Thrivent Faith Build Program.

For over a century, Thrivent has been helping people build their financial futures and live more generous lives. Led by Christian values, they serve clients by offering a full range of expert financial solutions, including advice, investments, insurance, banking and generosity programs.

Thrivent made a gift of \$100,000 and asked Collier County's faith community to join them in raising another \$100,000 to fully fund the cost to build the home. Congregations including Mayflower Congregational UCC, Marco Lutheran Church, Wesley United Methodist Church, Shepherd of the Glades Lutheran Church, Cornerstone United Methodist Church, Faith Lutheran Church, St. Mark's Episcopal Church, St. Katherine Greek Orthodox Church and Emmanuel Lutheran Church

answered the call, giving of their time, talent, and treasure to bring a family's dream home to reality.

In June, Michelet and Marie cheerfully signed the closing documents for their Habitat mortgage and moved into their brand-new home with their two children, Jayden and Jeremiah.

"I don't have enough words to explain how happy my family is right now," Michelet said at his closing. "My wife and I were driven by the vision of having a decent and affordable place to call home for our children. They're going to grow up with a good education... whatever they want to do, they're going to be able to do it!"

It's demonstrations of true faith in action like this one that are the foundation of this organization and our mission to put God's love into action to bring people together to build homes, communities, and hope.



PAND

With families counting on us, we quickly adapted to COVID-19 precautions and came up with ways to keep our operation running.

Work from home

Most of our office staff began working from home in March. Just a few employees continued to come in daily and our Family Services team began rotating days in and out of the office. Those in the office continue to wear masks when in shared spaces and make sure to wash hands and sanitize work areas often.



Mortgage payment station

With our doors closed to the public, we set up an intercom and mortgage payment station outside each office to make it easy for homeowners to make their monthly mortgage payments without missing a beat.

Selection & Family Classes via video conference

Though our offices have been closed to the public since the spring, our work is continuing virtually. We're connecting with prospective and current partner families through Zoom conferencing to conduct home visits, family orientation, homeowner classes, budget courses and more.



REMIC



ReStores offer online shopping

Our ReStores were forced to close at the beginning of the pandemic, but we were able to quickly establish a virtual store to allow the public to shop our inventory online! Customers were able to view items, purchase online, and then pick up their purchases curbside at our two ReStore locations. Our ReStore is now open again with social distancing and sanitization precautions in place to keep our staff and customers safe and healthy and we're looking forward to the reopening of our North Naples ReStore in a new location.



Construction continued through subcontractors and staff

We're fortunate to report that there has not been any delay in construction since the beginning of the pandemic. Our staff and subcontractors have stepped up to fill in and complete jobs that our volunteers traditionally would be handling. We're glad to finally have a small number of volunteers back to work!

Home closings at home

For the first time ever, we moved home closings from our office to the neighborhood. A small team from the office brought each family's closing documents and completed the home purchase process there on the spot. We loved the idea of closing homes at the homes themselves so much that this is one practice we think we'll continue even after COVID-19 precautions are lifted.



Homemade with Helping Hands

Remembering Bob Caliga

Bob Caliga was a staple on Habitat Collier job sites for more than three decades. As others his age were retiring and looking forward to spending their afternoons on the golf course, Bob had other ideas in mind.

In 2012, he told us what made all the work worth it:

"I am 91 years-old and for 25 years I have been coming out to the construction site three days a week. I don't do ladders and roofs anymore but the other volunteers and Habitat families make it worth the drive every time. Habitat is all about the people involved."

In his many years as part of this organization, Bob took on many roles: volunteer, Board Member, donor, and proud supporter. He was part of building better tomorrows for hundreds of families in our community, still making it out to the job site regularly until he was 96 years old and attending events even after he stopped building.

Unfortunately, we said goodbye to our dear friend Bob last July, just shy of his 100th birthday.

We always enjoyed celebrating with Bob and each year he enthusiastically reminded us about his plans to make it to 100 – and we never doubted it. Nevertheless, we decided it was appropriate to give him credit for the extra 30 days or so and celebrate 100 amazing years of Bob Caliga in honor of his incredible spirit and dedication to this work throughout so many of those years that he chose to spend with Habitat.

So, next time you find yourself swinging a hammer, making a gift to help a family in need, or reading the story of a family who has partnered with this organization to build their very own home, we hope that you'll keep his sentiment in mind: *it's all about the people involved.*





34,884

HOURS WERE LOGGED BY
VOLUNTEERS ON OUR JOBSITES, IN
OUR OFFICES, AND WITH OUR
PARTNER FAMILIES



413

VOLUNTEER PAINTERS SPENT
2,627 HOURS BRIGHTENING UP
HOMES IN NAPLES



251

VOLUNTEERS LOGGED
3,687 HOURS HANGING
SIDING IN NAPLES



157

FRAMING VOLUNTEERS SPENT
3,359 HOURS BUILDING AND
RAISING WALLS IN NAPLES



793

PEOPLE GAVE 9,607 HOURS OF
THEIR TIME HELPING BUILD HOMES
AND HOPE IN IMMOKALEE



25

STATES FROM WHICH
VOLUNTEERS CAME



92

OLDEST VOLUNTEER: 92 YEARS OLD,
YOUNGEST VOLUNTEER:
16 YEARS OLD



Volunteer of the Year:

MARK PETERSON LOGGED
690 HOURS BUILDING HOMES
IN IMMOKALEE

Homemade with Friends



Cocktails at Quail West

Naples-based luxury home builder Diamond Custom Homes established the Building Dreams Foundation with the mission of supporting safe, affordable housing in Collier County, which they launched through an exclusive event in partnership with Habitat Collier in early 2020.

Diamond Custom Homes President, Michael Diamond, opened up his home in Quail West to share Habitat's mission with those in attendance. Habitat Collier CEO Lisa Lefkow and President Nick Kouloheras took questions and the event culminated in a few words from Habitat homeowner Dilma and her daughter Diane about their experience.

"Habitat for Humanity isn't just a place that provides a stable life... they actively work to bring joy to children living in those homes," said Diane. "Thanks to Habitat, I can proudly say that this fall I will be enrolling in the University of Notre Dame studying Chemistry. They were the ones who taught me to reach for my dreams and they were the ones who allowed me to achieve them."

The first-ever event for the Building Dreams Foundation raised more than \$15,000 to help build homes and hope in our community, a wonderful start to a partnership we hope will last for many years to come!



Collier's Reserve: 64 Homes & Counting!

The annual Collier's Reserve fundraising event was held at the newly renovated home of Charlie and Teresa Carroll and hosted by the 2019 Collier's Reserve Habitat Committee. With a matching gift from a generous Collier's Reserve member, this year's gathering raised more than \$150,000.

The celebration marks the 64th home funded by Collier's Reserve through both resident and member donations as well as the club's participation in the Community Contribution Tax Credit Program. Andrea Pero, the owner of a Collier's Reserve funded Habitat home, spoke about the impact of that home. She described how it allowed her to build her own business and to show her son the importance of hard work.

"I'm proud of my life. I'm proud of Habitat for Humanity. And I'm proud of you," she said as she addressed the Collier's Reserve members.

Her son Franco also shared how his home has given him a foundation for success, from being in his high school's JROTC program to attending military college this year. He spoke about how he will always have that home to come back to as well as the lifelong friendships he built in his Habitat community, truly demonstrating a living example of the positive influence of a Habitat home.

A Legacy That's Homemade

PENNY ALLYN

Earlier this year, we shared the news of the passing of our dear friend and longtime Board Member, Penny Allyn. Throughout her life, philanthropy and serving others were deep rooted values she embodied.

Penny and her husband Bill helped make homeownership possible for 10 families and took a lead role in our More Than Houses Land Campaign. Wanting to build beyond her lifetime, Penny committed to become a Legacy Builder by designating a one-million-dollar gift to Habitat Collier in her estate.

Already, that gift is changing lives.

Jose and Rosaura live in a small apartment with their four children. Two bedrooms for six family members. The family has subsisted on a single income, as Rosaura stays home to take care of the couple's younger children as well as their special needs daughter who requires extensive care. Stefany, 14, cannot walk or eat on her own and is not able to speak. She attends special classes at school, but caring for her is a full-time job.

Both parents have always wanted to give their children a more stable and affordable home, and a larger place would certainly make caring for Stefany easier, but purchasing through a conventional mortgage wasn't an option. Renting a larger place wasn't possible, either. At nearly \$1,300 a month, their rent was already at the maximum they could afford.

They came to Habitat Collier hoping to find the answer to their prayers for a home of their own. Little did they know that not only would their prayers be answered, but their family would become part of an incredible legacy.

A portion of Penny's generous gift has fully underwritten the cost to build this grateful family's home. In just the next few weeks, they will close on their dream home – a home with plenty of room for everyone. The remainder of Penny's gift has been placed into our endowment which will continue to impact families for generations to come.

With one final act of generosity, Penny has broken the cycle of poverty for another family in this community. As their family grows and thrives, using the foundation of their home as a springboard to greater things, they honor her memory and extend her legacy.



Homemade with Hope

Naples Homeowner Families Q & A



Carly Nies

How does it feel to finally be a homeowner?

It's amazing, there are no words that can explain how great it feels. It's been an amazing journey and everybody who has been there for me through Habitat—volunteers, everybody— has been so great to us and we're so, so grateful for this.

How do you think that your life will change now that you have this home?

My kids and I will have stability, which is everything. My kids will have a yard, somewhere to play, other kids to grow up with... but the stability is the biggest thing, the number one thing for me.

How does it compare to your previous living situation?

I was in a low-income apartment, so you never know what could happen— things can change and rent is very expensive. It just helps to have this stability and to now have a home that we can call our own.



Sandy & Johny Lauriston

How does it feel to finally have closed on your house?

It's a privilege to buy a Habitat home, Habitat is basically a family for the world. I'm very grateful to have a place where we can call home. Our hearts were so heavy, waiting to have a home where we felt free and like we could enjoy life. With the help of Habitat, we're able now to purchase a home where we can raise our family.

What would you say to someone who wants to become a Habitat homeowner?

Don't give up! It doesn't matter how many times you fall. All it takes is for you to be consistent and to keep trying. When people see that, they will help you to succeed in your dream.

What will this home mean for your children?

Oh, this is like heaven for them! As parents, we're supposed to know what to do for our kids, what our kids need in life. We're supposed to live as an example for them as they grow up, so when they have their own family they know they have to be there for their family.



Idenis Delisle

How does it feel to finally be a homeowner?

It feels great, we're very happy. My boys can have their own room, I can have my own room, and we're very excited. It's the first time I've owned a home!

What does this home mean for your family?

It means the world. I've always lived rental-to-rental, so this is a huge step that I've made.

How does this home compare to where you were living before?

It's awesome. I have a lot of space, everyone has their own room. I've always had a one-bedroom apartment for me and my boys. This is really great for us.

What do you think it will mean for the boys to grow up in a house of their own?

It means a lot to them. They have their park, they'll be safe, they can ride their bikes, they don't have to worry about whether they're in a bad neighborhood. I feel really safe with them here.

Immokalee Homeowner Families Q & A



Tiana Mallory

How does it feel to finally be in your new home?

It's like a dream come true. I never imagined that it would be this peaceful, this exciting, this welcoming. I'm just so excited, I'm thrilled! I just love it.

How do you think this home will change your life and your son's?

I just think that it already has. We just have a sense of ownership. This is OUR house. We get to have our peace, he gets to run in the back yard, and ride his bike and play with the next-door-neighbor and then just come back into our solitude and our peace. It's already changed the trajectory of our lives.

How does it compare to your previous living situation?

I was renting an apartment. As a single mom, I was just making it on a single income, so based on my mortgage here, it's actually less than I was paying somebody else for something that wasn't mine. It's just a blessing to be able to call this home mine.



Maria & Juan Renteria

How does it feel to finally be a homeowner?

Amazing. It's just an amazing feeling. I don't have words for it. It's amazing to know that somebody helped make this possible.

How does this home compare to where you were living before?

Now we have space, my son has his own room, we have our own room so it's awesome. We were all sharing a room in a house before, so it was a little tight.

What do you think that growing up in this home will mean for your son?

He has his own room, and he decided what color he wanted to paint it and how he wanted to set it up, he's already becoming more independent. He has friends in the neighborhood now, he goes out to play with them or they come in the house to play. He's very social!



Valencia & Renand Fabius

How does it feel to finally be a homeowner?

I'm so happy to have a Habitat home. My wife and I talked about it for a long time, and then we went to the office to talk about it and we worked hard for it. I'm so happy because now our payment is much lower. We were paying a lot at the apartment we lived in before, it was too high. It was a good deal, good construction, and we got to work with good people at Habitat.

How do you think living in this home will be good for your daughter?

This neighborhood is very safe. Habitat is the perfect place for me, my wife, and my daughter. It's a better place for families.

What was it like to build your own home?

Everyone pitched in. My friends, my sister and my brother helped us build this house and help with sweat equity. My wife would build during the week whenever she could and I came out on the weekends when I wasn't working.

Congratulations Habi-Grads



Homemade Success

Celebrating Habi-Grads

High School Seniors found themselves in a strange predicament this year, many of them missing out on rites of passage that those before them got to enjoy – like walking across the graduation stage. Still, these kids remain optimistic and proud of their accomplishments, and excited to take the next steps into their futures. Each and every one of them is grateful for the stable foundation their Habitat home offered as they grew into adults, and in many cases, is still offering as they begin college online. Here are a few snapshots of some recent Habitat grads:



Max Guillaume

St. John Neumann High School
In Habitat home since 2008

Max is now a proud graduate of St. John Neumann Catholic High School. He decided to follow in his father's footsteps with plans to study Engineering at Florida Atlantic University.



Azalea Gonzalez

Lely High School
In Habitat home since 2002

Azalea graduated with Lely High School's class of 2020. She's got big dreams with a career in Forensics in her future plans.



Eric Kenton

Lely High School
In Habitat home since 2015

After graduating from Lely High School last spring, Eric enrolled at Florida Southern College in Lakeland where he's studying Psychology and Nursing.

Christ Child Society Scholarship

Congratulations to these amazing students from Habitat Collier homes who earned 2020 Scholarships from our partners at Christ Child Society. All applicants for the Christ Child Society Scholarship must live in a Habitat home, and those chosen are able to renew it up to three times for a total of four years as long as they continue to meet requirements. The fund awards up to \$5,000 a year to each scholar.

Rooseverline Toussaint

Idania Gomez

Evans Metelus

Marthe August

Anna Rossio

Claudio Ortega-Franco

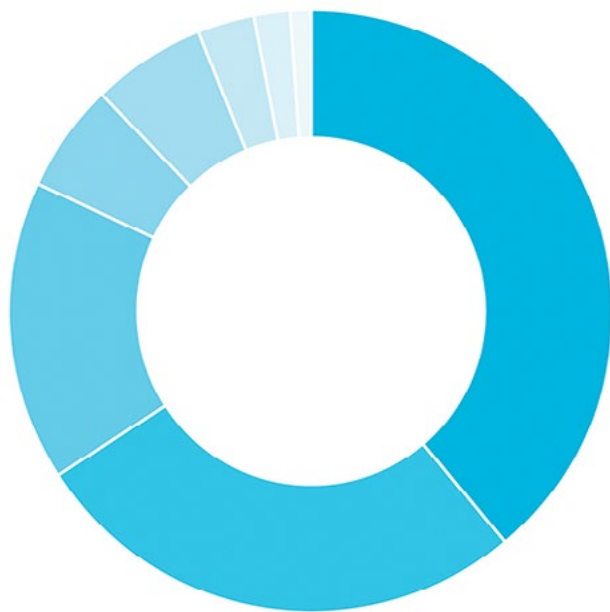
Aida Garcia

Teonna McCullum

Thianca Previlus

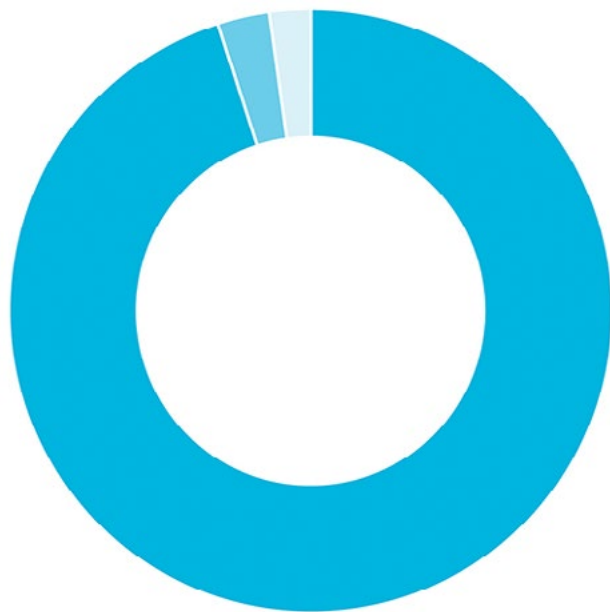
Homemade with Intention

This Annual Report gives us the opportunity to share with you, the people who make this life-changing work possible, the results of your thoughtful gifts of time, talent, and treasure. Being excellent stewards of each and every penny donated to this organization is something for which we strive. We're proud to report that ninety-five percent of our revenue went directly to build affordable homes in fiscal year 2020. That translated to strength, stability and independence through shelter for 86 deserving families in Collier County.



Community Revenue Sources

- **39%** Individuals, Congregations & Foundations
- **27%** Mortgage Payments
- **16%** Mortgages Sold
- **6%** Community Contribution Tax Credit Program
- **6%** ReStore Sales
- **3%** Grants
- **2%** In-Kind Donations
- **1%** Misc. Income



How Revenues Were Spent

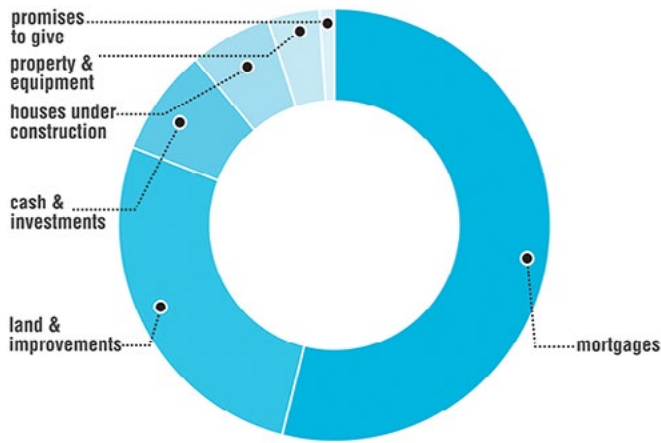
- **95%** Program Services
- **3%** Fundraising
- **2%** Management & General

For the 16th time, we received a four-star rating from Charity Navigator, the organization's top honor. According to the nonprofit evaluator, organizations that earn four stars exceed industry standards and outperform most charities in their cause.

GuideStar has also awarded us the 2020 Platinum Seal of Transparency. By keeping our GuideStar profile up to date with the progress and results that we're making towards our mission, we maintain our Platinum status so that supporters like you can feel confident in our work.

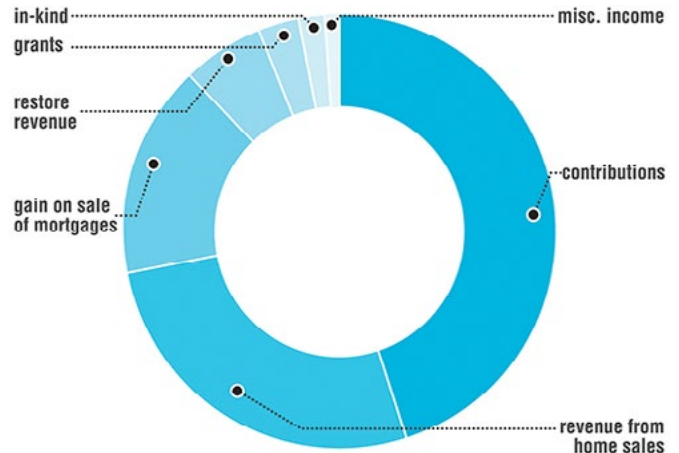
We work hard to ensure that Habitat Collier remains one of the top charitable organizations on a national level. Top rankings like these help us to know that we're staying on-course and continuing to be good stewards of each and every gift we receive.





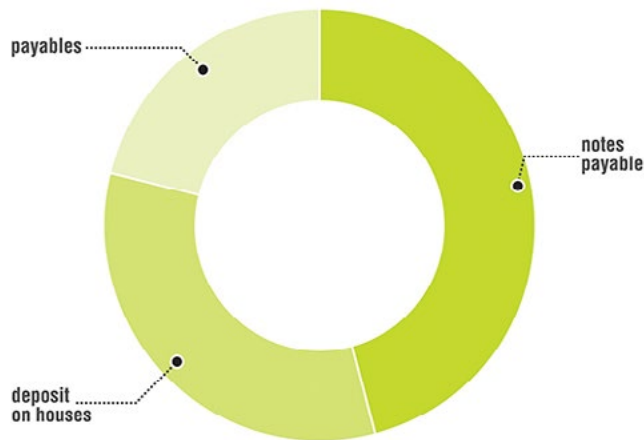
Assets as of 6/30/2020

| | |
|---------------------------------|------------------|
| Mortgages..... | \$54,958 |
| Land & Improvements | \$27,186 |
| Cash & Investments..... | \$8,378 |
| Houses Under Construction | \$6,047 |
| Property & Equipment..... | \$3,774 |
| Promises to Give | \$1,053 |
| Total Assets | \$101,396 |



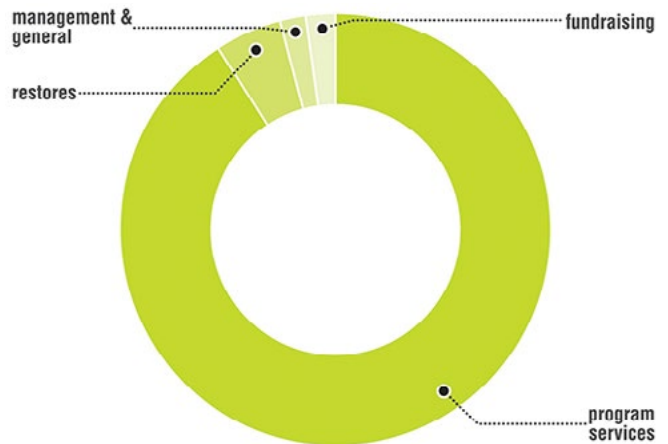
Revenues as of 6/30/2020

| | |
|----------------------------------|-----------------|
| Contributions..... | \$11,370 |
| Revenue from Sales of Homes..... | \$6,696 |
| Gain on Sales of Mortgages | \$3,958 |
| ReStores Revenue..... | \$1,550 |
| Grants..... | \$726 |
| In-kind..... | \$462 |
| Misc. Investment Income | \$365 |
| Total Revenues | \$25,127 |



Liabilities

| | |
|---|------------------|
| Notes Payable | \$4,186 |
| Deposits on Houses | \$3,001 |
| Payables..... | \$1,860 |
| Total Liabilities..... | \$9,046 |
| Net Assets | \$92,350 |
| Total Liabilities & Net Assets | \$101,396 |



Expenses

| | |
|-----------------------------------|-----------------|
| Program Services..... | \$22,956 |
| ReStores | \$1,192 |
| Management & General | \$432 |
| Fundraising | \$626 |
| Total Expenses..... | \$25,206 |
| Change in Net Assets | (\$79) |

Figures above are represented in thousands. Habitat for Humanity of Collier County financial statements for the year ending June 30, 2020 have been audited by Rogers Wood Hill Starman & Gustason PA CPA.

Homemade with Partners

Each year thoughtful donors like you express their faith in the work of Habitat for Humanity of Collier County through generous charitable giving. Your donations are one of our largest revenue sources and we are tremendously grateful for your support. Our commitment is to remain the best stewards of those funds and also to protect your privacy. Therefore, Habitat for Humanity of Collier County does not print the names of our individual donors. Our partners in the community who continue to make affordable housing a priority are recognized below:

Corporate & Foundation Partners (\$50,000 & up)

Arthrex, Inc.
Bauer Foundation
Publix Super Markets Charities, Inc.
Raymond R. and Martha G. Wernig Foundation
Richard M. Schulze Family Foundation
The Schoen Foundation
Thrivent Financial
TIAA
United Way of Collier and the Keys
Wildflower Foundation

Group Builders (\$50,000 & up)

Collier's Reserve Country Club Members
Immokalee Rebuilds Project

Congregational Partners (\$50,000 & up)

Emmanuel Lutheran Church
Grace Lutheran Church
Marco Lutheran Church
Naples United Church of Christ
Trinity-by-the-Cove Episcopal Church
United Church of Marco Island
Vanderbilt Presbyterian Church

Community Partners (\$500 - \$49,999.99)

ABC Liquors, Inc.
Bank of America
Bank of America Charitable Foundation, Inc.
Biggerstaff Enterprises
BNY Mellon Charitable Gift Fund

Bond, Schoeneck & King
Bruce Hendry Insurance
California Pizza Kitchen
Celebration Community Church
Christ Child Society of Naples
Christ Episcopal Church
Christus Victor Lutheran Church
Cornerstone United Methodist Church
Cottesmore Wine Tasting
Daudert Plumbing Inc
Facebook
FAITH House Builders
Faith Lutheran Church
FineMark National Bank & Trust
First Presbyterian Church of Naples
General Mills
Glenna Froelich, Stock Realty, P.A.
Homeownership For All, Inc.
HOPE House Builders
IBM Employee Services Center
Island Country Club
J.McLaughlin
Jewelers Mutual Insurance Company
Joe Belz + Apex Team at Compass
Lake Michigan Credit Union
Lely Presbyterian Church
Longshore Lake Women's Club
Lowe's Home Centers, Inc.
Lucky's Market
Marco Presbyterian Church
Mayflower Congregational United Church of Christ
Monika DeBenedictis Team, John R Wood REALTORS
Moorings Park
Moorings Presbyterian Church
Mutual of Omaha Bank
Naples Newcomers Club South
National Exterminators
NextEra Energy Foundation, Inc.
North Naples Church
Panitch Schwarze Belisario & Nadel LLP
Parker Hannifin Corporation



Community Partners (cont.)

(\$500 - \$49,999.99)

Raymond Building Supply Corporation
Raymond James Charitable
Real Estate Management Services
Group LLC
San Marco Catholic Church
Shepherd of the Glades Lutheran Church
St. John the Evangelist
St. John's Episcopal Church
St. Katherine Greek Orthodox Church
St. Mark's Episcopal Church
St. Monica's Episcopal Church
St. William Catholic Church
State Farm
The League Club, Inc.
The Walmart Foundation
Thrivent Choice Dollars
Titan Consulting, LLC
United Methodist Women at First
United Methodist Church
Universal Trax of South Florida
Wesley United Methodist Church

Mortgage Purchase Partners

FineMark

Community Contribution Tax Credit Program Partners

Adams Foods Inc. / McDonalds
Arthrex, Inc.
Eagle Creek Golf & Country Club
Foxfire Country Club
The Greenlight Organization, Inc. / 7-11
Lely Development Corporation -
Greenlinks
Mel's Diner
Naples Beach Hotel & Golf Club
Naples Heritage Golf and Country
Club
Naples Lumber & Supply Co. Inc.
Pelican Bay Foundation, Inc.
Presstige Printing & Datamail
Stock Development / The Club at Olde
Cypress
Sunshine Ace Hardware
Wyndemere Country Club, Inc.

Gift-in-Kind Partners


ABC Supply
Bath Planet
Cree, Inc.
DuPont/Dow Chemical Company
Guardian Recovery Services
HomeGuard Product
Levolor
Raymond Building Supply Corporation
Schneider Electric/Square D
Foundation
Terry Lumb Photography
Universal Trax of South Florida
Valspar Architectural
Whirlpool Corporation
Yale Locks

Collaborative Partnerships

Ave Maria School of Law
Baby Basics
Bank of America
Books for Collier Kids
Bruce Hendry Insurance
Catholic Charities
CERT - North Naples Fire Department
Christ Child Society Of Naples
Collier County Sheriff's Office
Collier Harvest
Community Foundation of Collier
County
Everlasting Insurance
Greater Marco Family YMCA
Guadalupe Social Services
Habitat for Humanity of Florida, Inc.
HELP
Immokalee Unmet Needs Coalition
Lasting Links Solutions (Shelley R
Perry Group)
Legal Aid
Literacy Volunteers of Collier County
Mass Mutual Insurance
Meals of Hope
Neapolitan Chapter of the Embroiders
Guild of America
Old Naples Insurance
Palette Pals of NUCC
Salvation Army of Collier County
Standing Up For Racial Justice
VPC Comfort Quilters





 **of Collier County**
11145 Tamiami Trail East
Naples, FL 34113

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Our Vision

Our vision is a world where everyone has a decent place to live.

Our Mission

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