

FORWARD

2022 Annual Report



**Progress,
Innovation,
Sustainability**

Adapting to keep serving families in a changing world.

www.HabitatCollier.org



Habitat
for Humanity®
of Collier County

FISCAL YEAR 2022

BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Kathleen Flynn Fox
Chair

Ed Hubbard
Vice-Chair

Kathleen Doar
Secretary

Chris Votta
Treasurer

Rev. Lisa Lefkow
CEO

Carl Kuehner

Janet Miller

Candy Nordland

DIRECTORS

Richard Berens

Teresa Carroll

Donna Conrad

John Cunningham

Don Dion

Curt Gillespie

Bob Gurnitz

Rich Housh

Tom Messmore

Sheri Mossbeck

Tom Pollak

Bob Rice

Stan Swihart



Habitat for Humanity of Collier County
11145 Tamiami Trail East
Naples, FL 34113 • 239-775-0036
www.HabitatCollier.org



“We have waited a long time to have a home like this to call our own and with your help we get to have it.”

Letter from the CEO

Thanks to you, we are still building

Fiscal year 2022 was shaped by delayed impacts set in motion starting back in 2020 with the onset of the pandemic and the resulting chain of events that ensued: global shipping delays, material shortages, procedural backlogs at the county level, rising inflation and probably a dozen similar circumstances outside our control. We look back at what we were able to accomplish with the support of your partnership, and we can't help but be proud. While we persevered through those challenges, it feels that we're at yet another turning point: a time to look forward to all the ways we must evolve to continue to serve the incredible need for affordable housing in this community.

I know it probably feels like I say this every year, but truly, the conversation surrounding housing is more elevated than ever. "Affordable housing" was once a term that conjured up images of low-income and subsidized housing communities catering to those at or below the poverty line. In just the last couple of years, affordability has been a growing concern affecting just about everyone but the highest of wage earners or those who have already been able to achieve homeownership. Year after year, the need for housing grows exponentially. Other developers are actively building rental communities, serving the need of those meeting the area's median income of \$98,600 and higher, and the Board of Commissioners has been asking for more.

For the lower wage-earners, Habitat Collier remains the sole means of access to affordable homeownership. To put it plainly, for many families: **We. Are. It.**

We don't have all the answers and our capacity to serve families only goes as far as the land we're able to purchase and the funds we're able to raise. But, after nearly 45 years and 2,500 homes, we do know one thing – homeownership changes EVERYTHING! Habitat founder Millard Fuller was often heard saying, "Housing is not everything. People must have food to eat and clothes to wear, jobs, education and healthcare, but housing is fundamental. It is the cornerstone upon which all human development occurs." Once in a stable, healthy home with an

affordable mortgage, families can invest in their futures, get involved in kids' schools, be at home for an evening meal together, study to attain a better job, and more.

THIS is how we break the cycle of poverty. This is why we continue to reach for more.

The need has never been greater, and Habitat Collier is poised to do more. So when we say we're looking forward, here are a few of the ways we're doing so:

- **Planning for the future** – growing our Land Campaign to ensure a healthy land bank for future construction.
- **Thoughtful design and density** – making the best use of our resources to strike a balance of serving more families while offering an exceptional product in which both families and the community at large can take pride.
- **Education & Outreach** – through our Mission Committee, Habitat NextGen, and our talented Development staff, we're growing our base of advocates, volunteers, and donors.

Affordable housing is truly a matter of conscience, and each of you in this Habitat Collier family lives that philosophy every day. Thank you for volunteering your time to serve families. Thank you for donating to make this affiliate the most productive affiliate in the nation. Thank you for using your voices to advocate and amplify the needs of those most vulnerable.

Yours in partnership,



Rev. Lisa Lefkow
Chief Executive Officer

Check out our digital Annual Report for bonus content!

HabitatCollier.org/annual-report

The Path Forward

We're working towards the day when everyone has a safe and decent place to live.

We partner with families, donors, and volunteers to build homes, communities, and hope. A partnership with Habitat is so much more than a real estate transaction. Habitat families become part of our family, and we work with each one to ensure they have the tools they need to be successful far beyond closing day.



We find

Families struggling with housing stability come to Habitat in search of a pathway to affordable homeownership. A thorough pre-approval and application process ensures that families will make good partners and good neighbors. Pre and post-purchase education ensures that they are well prepared for the responsibility of homeownership.



We build

A healthy balance of professional builders and volunteers from the community come together to raise walls, hang siding, and bring blueprints to life on the job site. Homeowners contribute sweat equity hours, helping to build their homes and those of their neighbors as part of their partnership with Habitat.



We fund

We build relationships with individuals, organizations, and businesses who know affordable housing is an important part of a healthy community. By sharing the Habitat story, we raise the funds needed to underwrite the costs of construction. Homeowner mortgage payments and ReStore revenues are important additional funding streams.



Together, we change lives

Through affordable homeownership, families can build stability and both parents and children can pursue greater opportunities. The stable foundation of home is a launching pad for many, and the first step towards breaking the cycle of poverty.

Habitat for Humanity of Collier County's impact over the last year of building homes.

Our Impact

Habitat Collier is the primary provider of affordable homeownership solutions in the community. Since 1978, we've partnered with nearly 2,500 families to help them write a new story.

1,664
donors

1,571 individual donors
41 corporate donors
25 foundations
27 congregations

21,348
mortgage payments from
1,732 active loans

94
cents of every dollar
generated goes directly
to program services

68
mortgages
paid off in 2022

<1%
foreclosure rate remains
less than one percent

35
homes closed in
Whitaker Woods

20
homes closed
in Esperanza

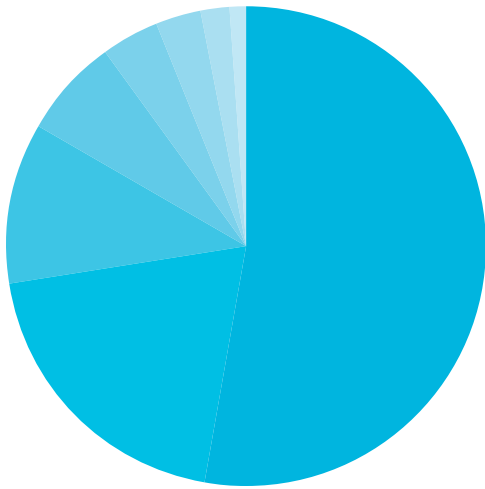
3
homes closed in
Vincent's Acres

8
closed in other
parts of the county

Our Best Foot Forward: How Homes are Funded

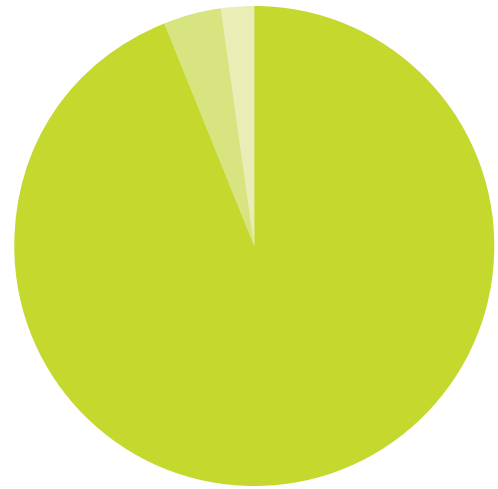
Through Fiscal Year 2022, more than 1,600 individuals, businesses, foundations, and churches have contributed to Habitat Collier, providing the funds needed to build homes and hope for families in need. They have entrusted their philanthropy to Habitat Collier, and we take the responsibility of that trust seriously. Thoughtful stewardship of your donations is one of our top priorities, and we're proud to report that 94% of revenues go directly to our mission of building homes and serving families.

Community Source Revenues



- 54%** Individuals, Congregations & Foundations
- 20%** Mortgage Payments
- 11%** ReStores Sales
- 7%** Mortgages Sold
- 4%** Community Contribution Tax Credit Program
- 3%** Grants
- 2%** In-Kind Donations
- 1%** Misc. Income

How Revenues were Spent



- 94%** Program Services
- 4%** Fundraising
- 2%** Management & General

Donation Levels



Builder's Circle

- \$200,000** Invests in the future of a family by funding all of the building materials for one home
- \$150,000** Purchases three quarters of the building materials for one home
- \$100,000** Provides half the building materials for one home
- \$50,000** Funds a quarter of the building materials for one home

Gifts to Empower

- \$25,000** Purchases Roof and Walls
- \$10,000** Constructs a Kitchen
- \$5,000** Pays for a Family Room
- \$2,500** Creates a Child's Bed Room
- \$1,000** Installs Doors
- \$500** Funds Windows
- \$250** Builds a Front Porch
- \$100** Spreads Paint
- \$75** Plants a Shade Tree
- \$50** Buys Nails



Strong Financials

For the 18th time, we have 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 2022 Platinum Seal of Transparency.

More than 94 cents of every dollar raised goes towards our mission of building homes and hope for **local families in need**.

Looking Forward to Family Traditions

After a difficult divorce, Miladys found herself in a position she never imagined. She was in a constant struggle to provide stability for her children. They moved often due to rising rents, from apartment to apartment. In their last rental, Miladys ended up sleeping on the couch for over a year so she could give her son and daughter their own rooms.

Her last lease ended and rent was going to increase beyond what she could afford. They landed in her parents' home while she applied to Habitat, praying that she would be able to finally buy her own home.

"We were with family, which was great, but we were kind of invading their privacy and their space. So, I was really blessed with how the timing worked out. During that time frame it would have been impossible for us to get an apartment because the prices skyrocketed."

A friend had told her about Habitat, and she decided to give it a try. After learning about the large number of people who apply for a Habitat home though, Miladys wasn't sure that her application would be approved.

"It took a minute for it to register. I felt this release, like I could breathe again. It was such a blessing."

When we met Miladys, there was no question in our minds that she would be an amazing Habitat partner. Even with all the adversity she's experienced, the single mom still beams positivity and is always looking to do for others.

Through everything, she has leaned on her faith to guide her through.

"I just prayed for it and figured if it was meant to be it will be. When Lisa said 'congratulations' at my final interview, it took a minute for it to register. I felt this release, like I could breathe again. It was such a blessing."

Miladys is an important part of the team at Collier County Public Schools where she has worked for nearly a decade. When we talk about affordable housing as a stabilizing force in the community, Miladys's story is a prime example. Her affordable home doesn't just give her family stability, it helps our public school system retain a valued employee—a benefit to an essential part of our community.



After closing on her home this summer, Miladys wasted no time decorating and getting settled. Being able to have her family photos displayed and decorate her own home once again was something she had been looking forward to and, for her, an essential part of the meaning of home. Now her daughter has a stable place to visit when she comes home from college and her son can finish out high school without worry about moving again. She's excited to host the holidays in her home for years to come and is already establishing traditions and making memories with her family.

"It's being able to bring back traditions that I had with my older girls that my younger kids for lack of a better word, kind of had stolen from them. Every other Friday night, all the kids meet up here. It's family dinner and game night at Mimi's house... I'm Mimi!"



“I used to be a giver...”

I was the type of person who would walk into the grocery store and see an angel tree and buy presents for three or four kids. I was the type of person who would always donate full Thanksgiving meals to my church for families in need. And it’s amazing how life happens and you go from being that person to being the person who needs that Thanksgiving meal and help getting their kids gifts at Christmas time. You just never know what can happen... so you give because you never know when you’re going to need to receive. Knowing that so many people have given to so many families to provide a safe home for their families... it’s just indescribable. You can’t put words on that. And I’m looking forward to being a giver again because of this process. I’ll be able to once again be on that end, and I’m thankful that I have that opportunity.”

Working Today...

Annual Fund \$10m+/year

Our ongoing fundraising efforts support our work year after year.

Major Campaigns: The Holiday Matching Challenge

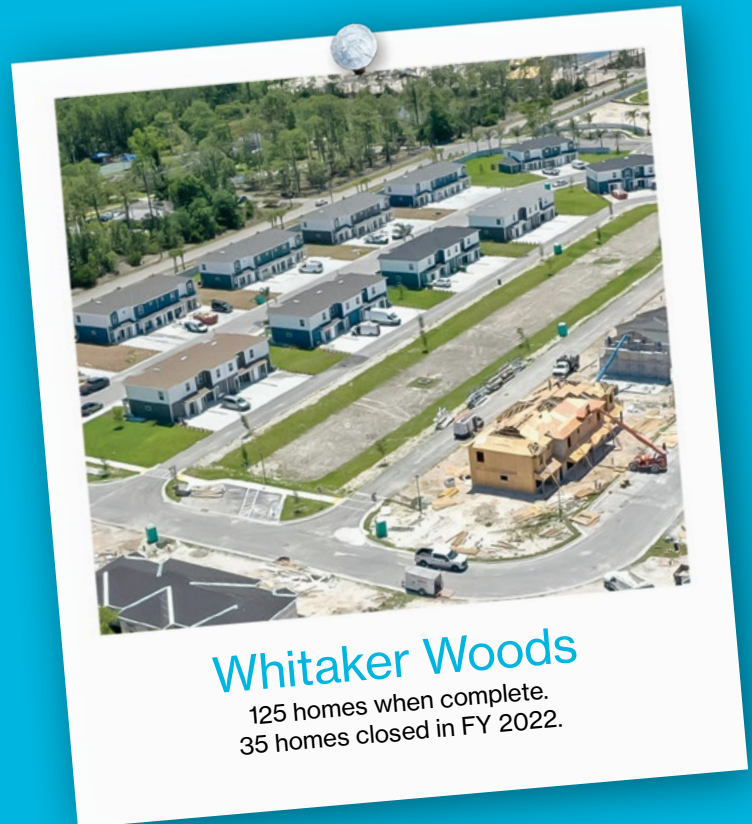
A new annual tradition, thanks to the Lawless Family Foundation whose \$1 Million match makes the season bright.

Land Acquisition

A critical part of our mission, this ongoing campaign has raised \$13 million.

Give to the Max

Our most important fundraising effort of the year. In 2022, the match raised more than \$3.6 million and brought in 87 new donors.



...to Build Tomorrow.

Legacy Challenge

Thanks to a generous donor, we're launching the Legacy Builders Challenge to promote planned giving. Those who inform us of their intention to include us in their estate plans unlock a matching gift to be used immediately.

Endowment

In 2023 we're establishing an endowment fund to support our work in the long term.

Partnerships

Working with community partners and for-profit builders to consider innovative housing solutions through mixed-income developments.



Kaicasa

Infrastructure continued in 2022.
This will be one of the largest Habitat Communities
in the country with 281 homes..



Home: The First Step Forward

Our work begins with families who possess a need for better housing circumstances and the determination to do everything in their power to make it happen. Those qualities along with Habitat's partnership and the generosity of people like you are key pieces of the story of a family's journey to a more prosperous future. While the culmination of our work comes on closing day—that long awaited moment when a family finally gets the keys to their home—it's far from the end of the story. In many ways, it's just the beginning.

The Domino Effect

While many of us take it for granted, home is the foundation upon which all other facets of life are built. When families live with cost-burden, life revolves around making ends meet and not much else. That can look like parents working multiple jobs, racking up credit card debt to cover unexpected expenses, children missing out on extra-curricular activities, school attendance or grades dropping, emotional struggles, or even health problems.

Habitat partner Marie knows the struggle of cost-burden all too well. More than 40% of her monthly wage went to rent alone, which forced her to live paycheck to paycheck. When her car broke down, that lack of savings made it impossible to get the car fixed and being stretched to the limits of her income kept her from qualifying for a loan for a new one. Without a car, how would she get to work? If she couldn't get to work, how would she pay the bills? Her high housing cost kept her family in constant jeopardy and just one unexpected expense threatened to bring everything crashing down around her.

Cost burden is defined as paying more than 30% of household income for housing. Those paying 50% or more are considered severely cost-burdened.

After being a victim of gun violence in her native Haiti while pregnant, Marie came to the U.S. to give her sons a chance at a better life. She wasn't giving up on that dream and came to Habitat on the advice of family. Today, they have the safety and peace of mind that come with home ownership.

Affordable housing is housing for which the occupant pays no more than 30 percent of gross income for housing.

Affordable housing gives families a stable foundation. They come out of survival mode to invest their time, energy, and finances in ways that help further secure their future and propel them forward. Maybe it means money left over to put in savings at the end of each month, quitting a second job, being able to afford field trips or extra-curriculars for their children, establishing a college fund, or even starting their own business. Life improves when families aren't constantly struggling to secure better quality housing or to make enough to pay the rent, and they can begin to break the cycle of poverty, so the next generation is positioned for success. Finally, the impossible seems possible.

Community Benefits

There is strength in economic diversity and an inventory of units affordable to a range of different income levels is an important metric of success. The bottom line? Naples can't afford to price out its workforce. Impacts of a healthy housing supply are visible through their byproducts: businesses can retain employees longer, stress on area infrastructure due to long commutes from outside the county decreases, we retain local talent when young professionals have incentive to stay put, and locally earned wages are spent locally.

Affordable housing helps people to become established members of the community, planting roots here. They know that they'll be here for a long time, they become engaged, they care—and that is a net benefit for all of us. The groundwork we lay today has a long-lasting effect. Supporting affordable housing like the homes Habitat builds isn't just an investment in local families, it's critical to Collier County's future.



“ I have a gold cord, which is a 4.8 GPA or above and then the red nursing cord. I actually graduated with my associates degree before I got my high school diploma. Once I pass the state board I can work as a nurse during college. My mom was really happy, really excited, she was just really proud of me. My dad was excited and then he was like ‘well now you have to go to medical school!’ So he’s a little tougher on me. University of Florida awarded me a scholarship for first-generation students with academic excellence that covers everything and I have a Bright Futures Scholarship, too. Nursing in high school gave me the experience to know if I liked the medical field and now, I’m set on being a neurosurgeon, so that’s my goal. Only 2% of neurosurgeons are women, so I was like I need to be in that field. ”

Yanet Hidalgo
Regal Acres
University of Florida



Pushing Forward: The Future of Habitat



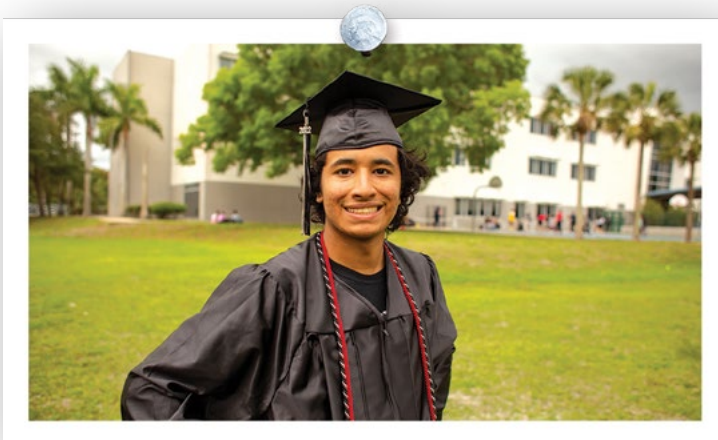
Pushing Forward: The Future of Habitat

Collier County's Lorenzo Walker Technical High School is an A-rated public school that gives students an opportunity to get real-world job training at no cost while they complete high school. With only 150 new students accepted per grade level, students must apply, qualify, and be selected to attend the school. Rigorous coursework and high expectations consistently produce stellar graduates with big dreams. Lorenzo Walker's class of 2022 included several Habi-kids and we got the chance to catch up with a few just days before their graduation to talk about their homes, school, and future plans.



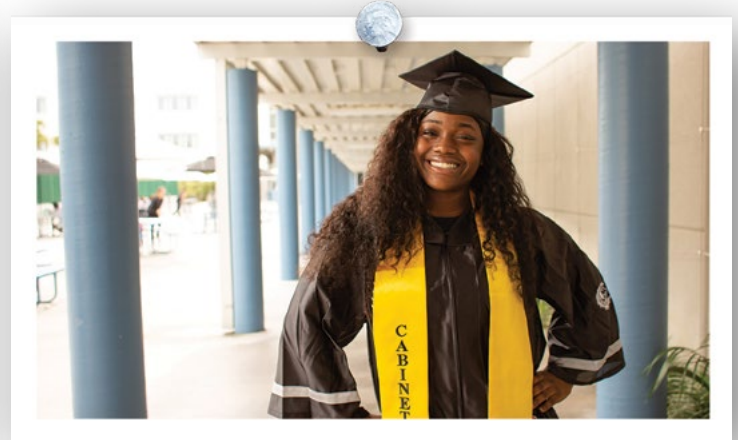
"My parents provided me with study guides and tutors which helped me a lot. Having that affordable mortgage was a big help, not only for my family, but I was also able to get a scholarship through Christ Child Society to help pay for college. I've been involved in National Honor Society for two years, and student cabinet. I've also been a part of KidsCAN which helps kids with cancer build relationships and find a cure through treatments. I want to become a pediatrician or Physicians Assistant. I really love kids and I love helping people. I'm going to FGCU and then I'll be going to PA school after that. Eventually I want to be a travel nurse to build relationships and experience."

Lory Abigail Garraux
Trail Ridge
FGCU



"Our home gives me some security and I feel like I can always keep something rather than it being taken away. I moved constantly until I was ten and then Habitat was our last move. I didn't like moving around because I would always lose the people that I connected with. It helped me socially. I got into Lorenzo after choosing between this school and another equally selective school. I received cords for my high GPA and for graduating the practical nursing program. Now I'm going to study computer science or computer engineering, but I always have nursing to fall back on."

Vinicius Walker Olivera
Golden Gate Estates
Florida Polytechnic



"Home means you have your own space, your own people you're used to. You don't have to be afraid to express yourself and having that space for yourself is nice. I met my best friend in Trail Ridge! I am already a Licensed Practical Nurse, I was pinned a week before I graduated high school. I'm going to go to college and work as a nurse at the same time, and my ultimate goal is to become a pediatrician. I'm going little by little: RN, then BSN, and then go from there."

Farrah Liz Pierre Charles
Trail Ridge
Valencia College

Habitat Next Gen

Young professionals have a stake in the future of housing affordability. Many are personally affected by the skyrocketing market and struggle to afford Naples as they start their careers – and the young professionals of today will be the decision makers of tomorrow tasked with combatting community issues like housing affordability. The young professionals who take part in Habitat NextGen are raising their voices as well as their hammers to be part of forming a more equitable future. We spoke with Austin Howell and Sloan Nagy, Habitat NextGen's 2022-2023 President and Vice President, about their work and what this cause means to them.



Why do you think community involvement with causes like NextGen is important for young people in Collier?

Austin: It gives those individuals the chance to come out and understand not only how we got to this point with housing, but also ways we can help facilitate change. It's important for anyone to understand the basis of an issue to in turn, be a part of the solution.

Sloan: I agree, educating and raising awareness with young professionals is a vital part of combatting the problem.

What made you choose NextGen over other causes in the area?

Sloan: Through my career in retail real estate and participation in Associate Leadership Collier I see the impact that the issue of housing affordability is having on business, employees, and young professionals. I want to be an advocate for people who play vital roles in the community but struggle to afford to live here. They deserve the chance to call it home, too.

Austin: I wanted to bring what I've learned through my development career to the table and work towards real solutions for affordable housing. NextGen has done an amazing job assembling some of the brightest minds in planning, development, marketing and other fields to help develop those solutions.

What has your experience with NextGen been like?

Sloan: My experience has been so impactful and rewarding. I feel very fortunate that I get to work with and learn from so many bright and talented individuals to accomplish goals that are important to us. It has been amazing to see how far NextGen has come, we are growing and becoming more present in the community daily.

Austin: I'm fortunate enough to have been involved with NextGen since its inception. One of the most rewarding parts of our organization has been seeing our base and reach grow across the community.

What are your goals for NextGen as part of its leadership?

Austin: NextGen has some rather ambitious goals of expanding membership and our speaker series to help educate young professionals throughout the community. In addition, our leadership has also started looking at potential policy changes through the land development code that may help bring more affordable housing to our area.

Sloan: Austin covered it, it's all about growing and expanding what we've been doing. We're just getting started.



For more information
about Habitat NextGen,
please visit us at
habitatcollier.org/nextgen

Fast Forward: Where are they now

Blas Rodriguez, Vincent's Acres

"It has changed everything. The way I'm living and the way I feel so comfortable with my payments and my expenses... the Habitat community has helped me a lot. It made my business possible."

Blas closed on his Habitat home a little more than a year ago. He is a prime example of how access to affordable homeownership through Habitat Collier is just the beginning of a domino effect for so many families. It's truly a hand-up, offering a stable foundation from which families can thrive. In the short time since he's earned the status of homeowner, he's added a few other titles to his name, including business owner and HOA board member.

"Sometimes we try so hard working for others and you feel like no one appreciates it... Habitat gave me the opportunity to actually go for it, go for my dreams. So, I did. I just went for it and it's been great ever since. It's been steady and I'm growing... in every way. I'm growing in every way"



He and his daughter Luna had been living in apartments and with family, so being part of a community association wasn't something that had been on his radar. As he went through the process with Habitat and became invested in the community, he was helping to build alongside other families like his and he was inspired to be a voice in the Vincent's Acres Homeowner's Association. He ran for election once all the homes in the community were purchased and won the seat of Vice President. He's humble when we ask about what drives him to want a seat on the board, but says he just wants to have a good community.

"I want to make sure everyone feels comfortable, and everyone is happy and able to enjoy their purchase, their home. I wanted to be part of that. Now that I have my own business, I understand the role of everyone, and you have to respect everybody and have some leadership. Habitat changed my whole outlook on life. It's not about my feelings anymore, it's overall about what difference I can make in this world. I can feel good and leave something good in this world, that's my goal."

When it comes to daughter, Luna, you can hear the pride in his voice as he talks about the difference this home has already made in her life.

"The mental health for my daughter—she has her own room. She has space to move around and feel free, to go outside with her little friends—her neighbors which are friends now. She's very happy. She's going to grow up to be very good. Stability in a home is very important. I unfortunately didn't have it, but I had someone who was working so hard on their life, and you have to appreciate that. Luna has both her parents—in different places—but we're both giving her love and stability on both sides."



Fast Forward: Where are they now



Shailaja Joseph, Regal Acres

“It’s made so much of a difference. It was such a financial benefit. It helped me in so many ways. Just being part of the whole habitat family.”

Shailaja came to Habitat in early 2011, looking for security, stability, and a new path forward. She was paying about 40% of her monthly income in rent alone, and making ends meet each month was a challenge, even with two jobs. When we first met this hardworking mom of two, it was clear that she was going to accomplish anything she set her mind to.



“I remember when Shailaja first came to apply, and she shared the most powerful story of overcoming obstacles right and left,” says CEO Lisa Lefkow. “No matter what was coming at her, she took it head on and nothing was going to stand in her way of making sure that her daughters had every opportunity she could afford them.”

Today, Shailaja is an invaluable member of the team at NCH, working as a patient ambassador, offering critical support to people through some of life’s most difficult moments. In fact, she’s one of many Habitat homeowners who serve our community at the hospital. She told us she runs into Habitat friends and neighbors at work every day.

“There are so many Habitat employees at NCH. Every floor has a Habitat homeowner. If you live in Collier County, a lot of people are paying triple what Habitat homeowners pay for housing. And you’re saving! Where else can you find that? Only at Habitat, nowhere else.”

And saving is just what she did. Like all hospital workers, Shailaja’s essential role was even more important through the pandemic. She found herself logging generous hours at the hospital—up to 90-hours some weeks—and started making additional payments toward her mortgage. Her hard work paid off in a remarkable way. Last fall, Shailaja was able to make her final mortgage payment.

Incredibly, she accomplished this milestone in just ten years!

In that decade since she purchased her home, she’s watched both of her daughters turn into hardworking and determined women themselves. Eldest daughter, Francina, has a wonderful career at one of Naples’s top resorts. Her adorable daughter has clearly become the center of all three ladies’ world. Francina’s sister, Varsha, is working towards her dream of becoming a lawyer and says that ‘home’ has been of central importance in their lives.

“For so long, it’s been just us three ladies and my mom makes sure we never forget home and we never forget who we are. It’s been amazing.”

This incredible family had the drive to find success no matter what, but the Habitat home Shailaja worked to build and purchase for them was a key hand-up in meeting their full potential. It gave them the stability they had been missing to truly thrive. They are a shining example of how home can change everything.



Habitat Restores



People and businesses in the community donate furniture, appliances, and more to Habitat Collier ReStores. Donated items offer an affordable alternative to buying brand-new and keep usable pieces out of our landfills.

Last year, we scheduled more than 2,200 donation pickups!

ReStore staff researches each item before pricing with deep discounts off retail prices. ReStore inventory offers the community an inventory of high-end, gently used furniture, appliances, and home furnishings at affordable prices.

Customers purchased nearly 50,000 items from Collier ReStores in fiscal year 2022.

Collier County donors and shoppers made a big impact on our mission last year. When we say every donation and every purchase makes a difference, we mean it. The extra effort to donate instead of throw away, and the savvy shopping of so many translated into homeownership opportunities for families in need in our community.

Collier County ReStores were responsible for raising \$1.2 Million to build homes and hope.

Visit online at HabitatStores.org
FREE Donation Pickup!
Call our donation hotline at
239-732-6388

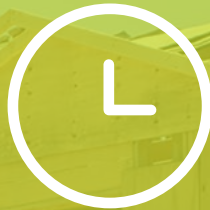


Paying it Forward

Habitat volunteers know that with a little help, we all have the potential to stand on our own. Volunteering is practically synonymous with Habitat for Humanity, and since 1978 we've had the honor of working with thousands of people in the community who want to join together to lift up families struggling with housing stability. Here's a snapshot of the impact our volunteers have had through their work on our job sites, in our ReStores and through their work with families over the past year:



1,657
volunteers



22,050 hours
of volunteer
service



200 hours of
volunteer labor
are needed to
build each home



Over \$660,000
value of
volunteer labor



Anita Nero

Volunteer of the Year 2021
390.5 hours in ReStores

"I love to be busy, I love everybody I work with, and I love the customers. It's a wonderful, wonderful cause. To be able to know that every day I'm helping, and to meet people who come in who have Habitat homes and hear their stories... I just love all that. I go in at least three times a week."



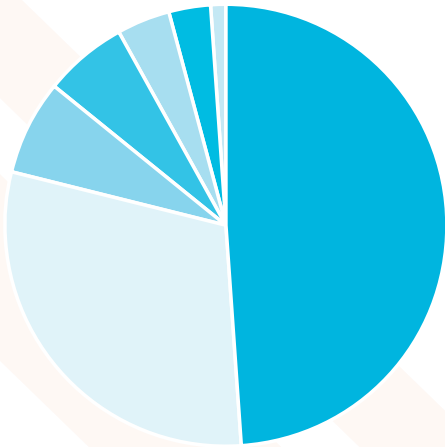
Bob Dunne

Jobsite Volunteer

"My daughter and I volunteered four-days a week last fall through Christmas and when she went back to school I kept going two days a week. I've met a lot of the people who are going to be living in these homes and it is extremely rewarding to meet them and see how happy they are and how grateful they are. I always say the same thing to them—'I'm going to paint this house as if it were my house,' and that always gets a big smile."

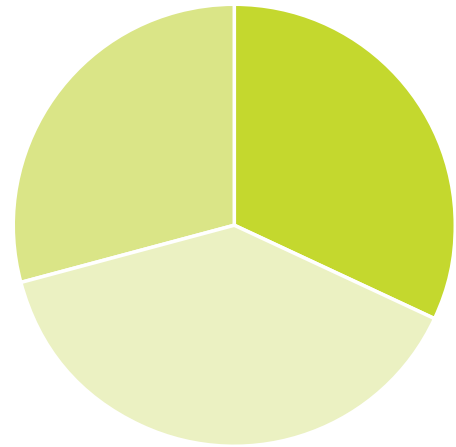


Assets



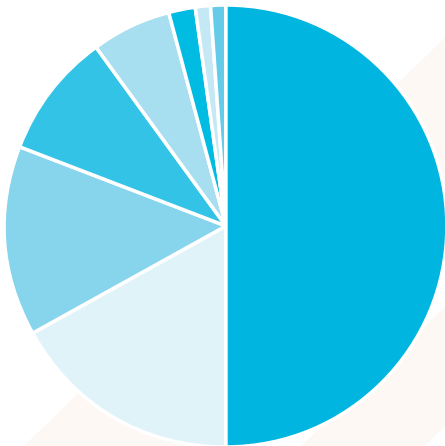
Mortgages	\$ 60,614,156
Land & Improvements	\$ 37,095,607
Cash & Investments	\$ 8,953,423
Houses Under Construction	\$ 6,779,374
Promises to Give	\$ 5,200,000
Property & Equipment	\$ 3,495,208
Other Assets	\$ 361,369
Total Assets	\$122,499,137

Liabilities



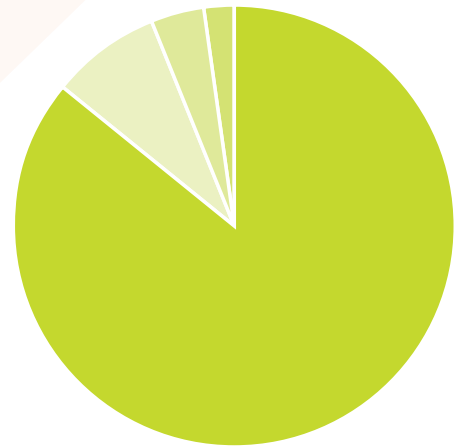
Notes Payable	\$ 3,084,791
Deposits on Houses	\$ 3,709,529
Payables	\$ 2,753,990
Total Liabilities	\$ 9,548,310
<i>Net Assets</i>	<i>\$ 112,950,827</i>
Total Liabilities & Net Assets	\$122,499,137

Revenues



Contributions	\$ 15,744,493
Sales of Homes	\$ 5,387,701
Amortization of Mortgage Discounts	\$ 4,595,799
ReStores Revenue	\$ 2,997,158
Sales of Mortgages	\$ 1,921,500
Grants	\$ 797,711
In-Kind	\$ 290,553
Other	\$ 119,582
Investment Activities	\$ -474,519
Total Revenue	\$31,379,978

Expenses



Program Services	\$18,357,251
ReStores	\$ 1,772,076
Fundraising	\$ 834,585
Management & General	\$ 508,904
Total Expenses	\$21,472,816
Change in Net Assets	\$ 9,907,162

Forward, Together

The donations of congregations, foundations, and individuals are the primary source of funding our work, accounting for more than half of our fiscal year 2022 revenues. Habitat Collier remains one of the highest producing and most successful Habitat for Humanity affiliates in the country because of the thoughtful investments of each one of you who give so faithfully. Below you'll find a list of our 2021-2022 community partners who helped make dreams come true for so many families in our community. To preserve privacy, *Habitat Collier's policy is not to print the names of individual donors.*

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

Arthrex, Inc.
Bauer Foundation
Building Dreams Foundation
Lawless Family Foundation
Martin Foundation, Inc.
Publix Super Markets Charities, Inc.
Raymond R. and Martha G. Wernig Foundation
Richard M. Schulze Family Foundation
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
Marco Lutheran Church
Naples United Church of Christ
St. Mark's Episcopal Church
Trinity-by-the-Cove Episcopal Church
United Church of Marco Island
Vanderbilt Presbyterian Church

Community Partners (\$500 to \$49,999)

Bank of America Charitable Foundation, Inc.
Bear's Paw Country Club
Biggerstaff Enterprises
Blaszcyk Properties

BNY Mellon Charitable Gift Fund
Bruce Hendry Insurance
Celebration Community Church
Charles M. and Joan R. Taylor Foundation
Charles Schwab Foundation
Christus Victor Lutheran Church
Compass Inc.
Cornerstone United Methodist Church
CRK Holding, LLC
Daudert Plumbing Inc
Donation Yoga Naples - Lauren Fox
Equipment Enterprises, Inc. DBA The Equipment Source
FAITH House Builders
FineMark National Bank & Trust
First Presbyterian Church of Naples
Gale Toyota
Gannett Foundation

General Concrete Corp
Give Lively Foundation, Inc.
Grace Lutheran Church
Grey Oaks Country Club Community Members
Halstatt Charitable Foundation
Heritage Bay Ladies Golf Assoc.
Homeownership For All, Inc.
Island Country Club
John R. Wood Properties
Lake Michigan Credit Union
Lely Presbyterian Church
Longshore Lake Women's Club
Marco Presbyterian Church
Mayflower Congregational United Church of Christ
Monika DeBenedictis Team, John R Wood CHRISTIE'S International Real Estate



Moorings Park
 Moorings Presbyterian Church
 Morgan Stanley Global Impact Funding Trust, Inc.
 Naples Gulfshore Sunset Rotary Club Foundation Inc
 Naples Lumber & Supply Co. Inc.
 National Exterminators
 North Naples Church
 Panther Home Inspection
 PJK Holding, LLC
 Real Estate Management Services Group LLC
 Rotary Club of Marco Island
 St. John the Evangelist Catholic Church
 St. Katherine Greek Orthodox Church
 St. Monica's Episcopal Church
 St. William Catholic Church
 State Farm
 Thrivent Choice Dollars
 Verizon
 Wells Fargo Foundation
 Wesley United Methodist Church
 Willscot Mobile Mini Holdings
 Wollman, Gehrke & Associates, P.A.

Mortgage Purchase Partners

FineMark National Bank & Trust

Community Contribution Tax Credit Partners

Arthrex, Inc.
 Audubon Country Club
 Clothes Mentor
 Eagle Creek Golf & Country Club
 Lely Development Corporation
 Mel's Diner
 Naples Heritage Golf and Country Club
 Naples Lumber & Supply Co. Inc.
 Olde Cypress / Stock Development
 Pelican Bay Foundation, Inc.
 Prestige Printing & Datamail
 TIAA
 Traditions Classic Home Furnishings
 Turtle Club

Gift-in-Kind Partners

Amazon.com
 Bank of America
 Cree, Inc.
 HomeGuard Product
 Levolor
 Ring

Schneider Electric/Square D Foundation
 Studio 2 Architecture Planning
 Target
 Terry Lumb Photography
 Valspar Architectural
 Whirlpool Corporation
 Yale Locks

Collaborative Partnerships

Adams Foods - McDonalds
 Baby Basics
 Bank of America
 Books for Collier Kids
 Career Source of Southwest Florida
 Catholic Charities
 Christ Child Society Of Naples
 Collier County Code Enforcement
 Collier County Health Department
 Collier County Sheriff's Office
 Collier Harvest
 Collier Community Foundation
 Culver's Fast Food
 Daudert Plumbing
 Early Learning Opportunity
 Feeding 5000
 Growing Climate Solutions
 Guadalupe Social Services
 Habitat for Humanity of Florida, Inc.
 HELP
 Humane Society of Naples
 Immokalee Foundation
 Legal Aid
 Literacy Volunteers of Collier County
 Meals of Hope
 Microgrants
 Naples Botanical Garden
 Naples Unites - Alzheimer's Support Network
 National Exterminators
 Neapolitan Chapter of the Embroiders Guild of America
 North Naples Kiwanis Club
 Palette Pals of NUCC
 Pure Naples
 Salvation Army of Collier County
 UF- Family Nutrition Program
 VPC Comfort Quilters





Main Office

11145 Tamiami Trail East
Naples, Florida 34113
Tel: (239) 775-0036

Immokalee Office

640 North Ninth Street
Immokalee, Florida 34142
Tel: (239) 657-4466

Habitat ReStore East

11127 Tamiami Trail East
Naples, Florida 34113
Tel: (239) 732-1672

Habitat ReStore North

Carillon Place
5062 Airport-Pulling Rd N
Naples, FL 34105
Tel: (239) 260-5256

Donation Hotline: (239) 732-6388