



2015

ANNUAL REPORT

 **Habitat for Humanity**[®]
Greater Los Angeles

Affiliate of Distinction 2013-2015



OUR MISSION

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

OUR VISION

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

STRATEGIC GOALS

- 1 INCREASE HOUSING PRODUCTION AND IMPROVE BUILDING PRACTICES**

Due to the downturn in the economy and a changing housing landscape in our local community, affordable housing organizations are scrambling to ease the burden. The current housing environment and the hardship suffered by the greater Los Angeles community demands that Habitat LA creatively diversify the traditional Habitat building model while significantly reducing costs and improving the sustainability of our homes. Habitat LA plans on executing the following strategies to address these needs.
- 2 MOBILIZE NEW CAPITAL AND DEVELOP STRATEGIES TO SUPPORT LONG-TERM SUSTAINABILITY**

Given the current economic climate in California and the widespread financial loss throughout the greater Los Angeles area, Habitat LA seeks to greatly strengthen and diversify its revenue base through a variety of methods to achieve long-term viability.
- 3 BUILD THE LEADERSHIP CAPABILITIES OF THE ORGANIZATION, ITS STAKEHOLDERS AND PARTNERS**

At its very core, Habitat LA is about people and the human experience. We are genuinely committed to the recruitment, development and well-being of our Habitat LA family; it is through them that we may achieve our mission to make affordable housing a matter of conscience and action in our communities.
- 4 LEAD THE TRANSFORMATION OF SYSTEMS THAT IMPACT AFFORDABLE HOUSING**

At Habitat LA, mission success hinges upon its ability to galvanize the Los Angeles community. By educating current and potential partners, we can achieve action-oriented leadership and measurable results.
- 5 BUILD AND ENHANCE ORGANIZATIONAL INFRASTRUCTURE AND CAPACITY**

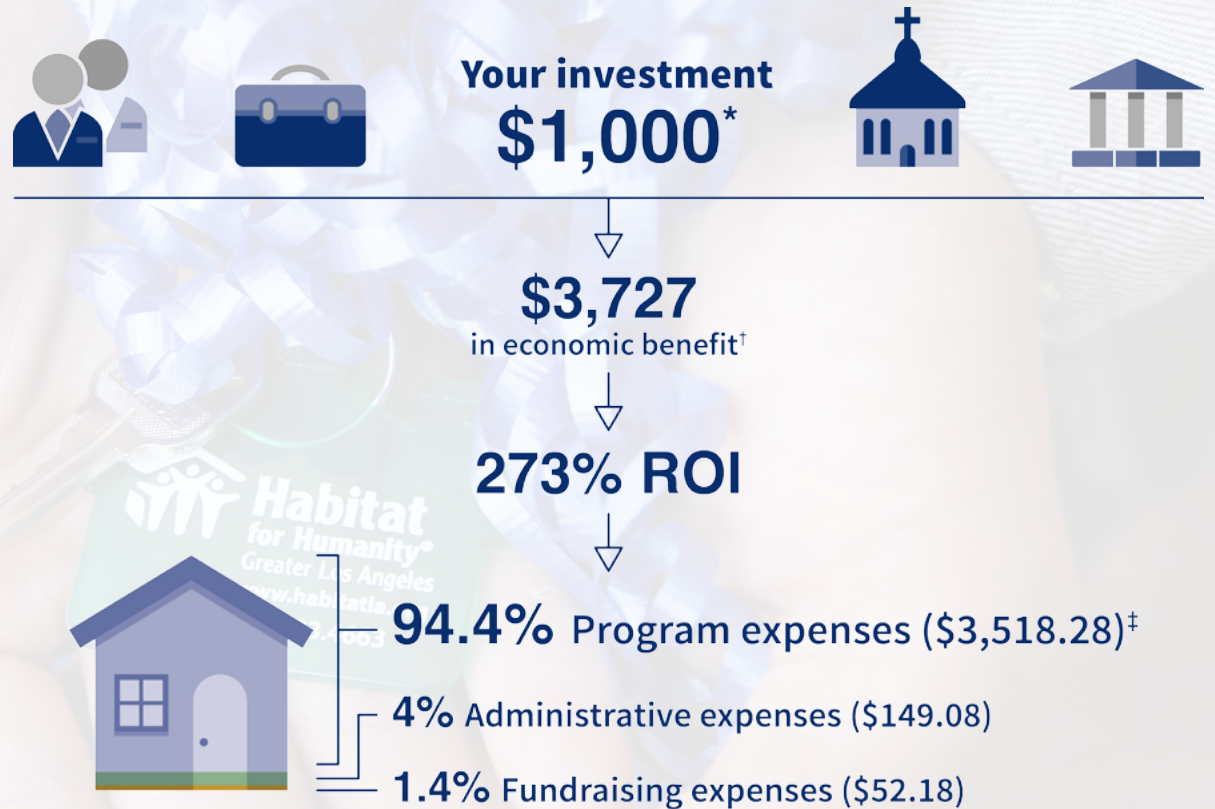
Habitat LA strives to ensure a solid organizational infrastructure by promoting excellence and growth through education and collaboration.

ECONOMIC IMPACT

In addition to strengthening families and honoring veterans, seniors, and the disabled through aordable homeownership, Habitat LA provides an outstanding 273% return on investment for each donation dollar.

At the same time Habitat LA has a far greater economic impact on the region than one might expect through generating jobs, retail sales, and tax revenues throughout each community we serve. Every \$1,000 invested in Habitat LA results in a total economic benefit of \$3,727.

Over the past 25 years, Habitat LA has achieved a total impact of over \$745 million for the region and looks to have a \$697 million economic impact through this campaign over the next five years.



* Assumed program spending of \$20M per year

† Research and analysis conducted by Professor Jiyoung Park, University at Buffalo, The State University of New York and CREATE, USC

‡ Charity Navigator 2016

FINANCIALS

STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2015

ASSETS

Cash and Cash Equivalents	\$3,862,646
Prepaid Expenses, Deposits and Other Assets	\$995,742
Unconditional Promises to Give, Net	\$2,531,023
Mortgage Notes Receivable, Net	\$11,695,523
Inventories	\$550,250
Construction in Process	\$6,665,814
Finished Homes	\$563,995
Property & Equipment, Net of Accum. Depre.	\$4,594,586

Total Assets: \$31,459,579

LIABILITIES AND NET ASSETS

Accounts Payable	\$434,376
Accrued Expenses	\$506,056
Credit Line	\$1,213,527
Impounds	\$151,521
Deferred Revenue	\$1,463,190
Capital Lease Payable	\$19,646
Notes Payable	\$9,058,036
Restricted and Unrestricted Net Assets	\$18,607,227

Total Liabilities and Net Assets: \$31,459,579

STATEMENT OF ACTIVITIES FOR JULY 1, 2014 TO JUNE 30, 2015

REVENUE

Contributions	\$4,769,695
Government Grants	\$200,000
In-Kind Materials, Services & Land	\$1,841,917
ReStores Donations & Sales Revenue	\$6,848,274

Total Contributions and Grants: \$13,659,886

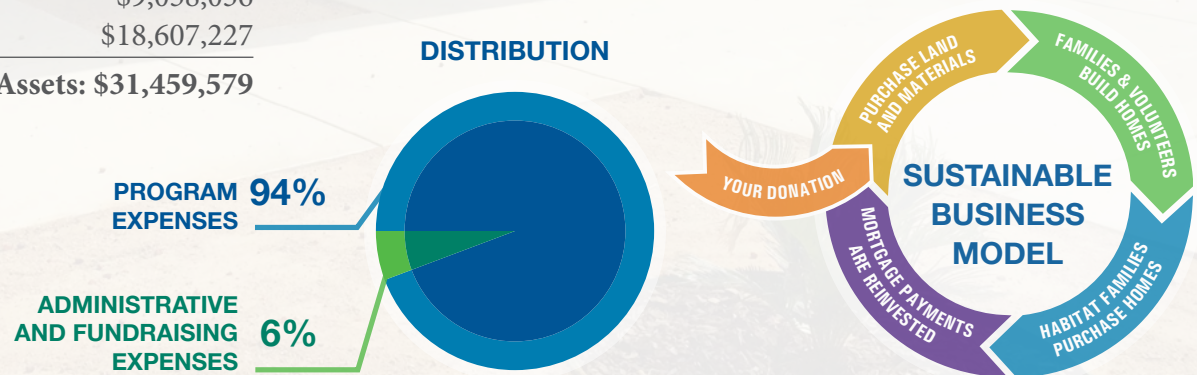
Other Income	\$130,209
Houses Sold and Financed by Habitat	\$2,523,720

Total Revenue, Gains and Other Support: \$16,313,815

EXPENSES

Cost of Homes Sold and Program Support	\$14,025,386
Management and General	\$913,625
Fundraising	\$489,830

Total Expenses: \$39,838,606



VOLUNTEERS

Habitat for Humanity of Greater Los Angeles (Habitat LA) is built on the strength of our volunteers and over the past year, Habitat LA has the honor of saying that we have engaged 7,141 volunteers with 83,973 volunteer hours donated. Below are volunteers who have generously donated 100+ hours of their time during the past year.

2000+ HOURS

Grifols Shared Services
North America Inc.
Century Center for
Economic Opportunity

1000+ HOURS

Delta Air Lines
Edison International
Lolita Pizarro

750+ HOURS

Carl Barnes

500+ HOURS

Manuel Arzate
CBRE Group, Inc.
David Gardner
Martin Greenberger
Sue Hunt
Lowe's Companies, Inc.
St. James Catholic Church
St. Monica Catholic Church
US Bank
Westcoast Connection

250+ HOURS

Robert Anderson
Anthony Meindl Acting School
Joshua Beltier
S. Hugh Brown

Walter Burchard
Vicki Cunningham
James Cunningham
Emeline Davis
Joe Davis
Ruben Dominguez
EY Corporation
Clarence Fung
Dwight Garbe
General Hospital Fan Build Day
Global Experience Magnet School
Griffin Capital
High Point University
Interreligious Council
of Southern California
Bob Johnson
Los Angeles Galaxy
Loyola High School
Roger Metzler
Neutrogena
Ted Nguyen
North Phoenix Baptist Church
William Pomeranz
Steven Rhodes
John Rosenthal
Scorebig, Inc.
Showtime Networks
Surgical Care Affiliates
Esperanza Talamantes
The Home Depot Foundation

Transamerica Insurance &
Investment Group
University of California - Irvine
Roxana Vargas
William Weisinger
Wells Fargo Foundation
Douglas Wright
Daron Young
Zurich North America

100+ HOURS

American Martyrs Catholic Church
Ascension Lutheran Church
AT&T Digital Life
AT&T West - Pioneer
Linda Ayers
William Bails
Daniel Barsugli

(list continued on next page)



Bel Air Presbyterian Church
 Bread of Life Christian Center
 Cal State University Dominguez Hills
 Upward Bound
 California State University Long Beach
 Canisius High School
 Capital One
 Gloria Carrasco
 Robert Case
 Michael Cavanagh
 Chevron El Segundo Refinery,
 Employees' Veterans Network
 Christ Lutheran Church
 Club Deportivo Chivas USA
 Coast Guard Air Station Los Angeles
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 Salvador Espinosa
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 of Seal Beach
 Mario Flores
 Alex Flowers
 GiveBack Homes
 Google, Inc.
 Grace Evangelical Lutheran Church
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 Karen Hill
 Pearl Ho
 Rouzbeh Javaherian
 John Marshall High School



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 Latham & Watkins LLP
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 Lionsgate Entertainment
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 Thomas Miller
 Christopher Moore
 Benjamin Morales
 Weyd-Anne Morgan
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 Ricardo Nuñez
 Pacifica Christian High School
 Palos Verdes High School

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 Wendy Sanchez
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THE DORSEY FAMILY

Trenisha Dorsey lived in an apartment with her 15-year-old daughter, 8-year-old son, and 17-year-old niece, but she longed for stability of a home and space for her son to play. The apartment had rules against skating or bouncing balls on the property, and bans against hanging photos on the walls or changing blinds and walls colors without permission.

Now, in their home, the family can make decisions about décor and Dorsey's son can shoot hoops in his own backyard. He can also get the dog he's always wanted.

But the biggest benefit of her Habitat home, Dorsey said, is that it allows her to save. The mortgage is \$450 less than her rent and solar panels and water-saving appliances have reduced her utility bills. She's using the extra money to pay her property taxes and on things for the children that had been out of reach – like fees for her daughter to be a cheerleader and braces for her niece.

“We can go to the movies or dine out once a month,” Dorsey said. “We were not able to do any of that while I was renting. I felt like I was being held captive to my apartment. After paying rent and utilities, I didn't have a dime left.”

“I want to send the message to any mother, father, grandmother, uncle or aunt in my situation that there are people out there that have good hearts and will help you,” Dorsey said. “Without Habitat LA, I would not have been able to become a homeowner even though I've been at my job for eight years...I am indebted to Habitat LA and all of its supporters who work in partnership with them and the city. They helped me build a foundation for me and my kids.”

“There are people out there that have good hearts and will help you.”

TRENISHA DORSEY, HABITAT LA HOMEOWNER



2015

BY THE NUMBERS



25

HOMES BUILT,
REHABBED,
OR REPAIRED

IN GREATER LOS ANGELES

84

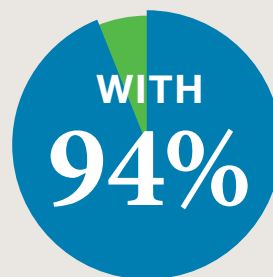


FAMILIES
SERVED

OVER

\$7.4 million

RAISED TO BUILD A GREATER LOS ANGELES



OF EXPENSES
USED FOR
CONSTRUCTION
AND PROGRAMS

7,141

VOLUNTEERS



CONTRIBUTING
83,973
HOURS OF
SERVICE



\$4 million

RAISED THROUGH THE RESTORE



7 million

POUNDS OF MATERIAL
SAVED FROM LANDFILL
SINCE 1990

DONORS

(Cash and In-Kind received between July 1, 2014 and June 30, 2015)

Thank you for your support! As a donor to Habitat for Humanity of Greater Los Angeles, you are doing more than just building homes with hardworking, low-income families; you are transforming communities. By giving to Habitat you are investing in a world where everyone has a decent place to live.

*denotes Gift in Kind donation

LEGACY

\$150,000+

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Gerard Bross and Peter Grisdela
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Community Development
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\$75,000 - \$149,999

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Purdy
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of Architecture

GOLD HAMMER

\$50,000 - \$74,999

Albertsons, Vons and Pavilions
Susan Booth and Christopher Wadden

Century Center for Economic Opportunity
Ranjan Goswami*
Parkcrest Christian Church
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SILVER HAMMER

\$25,000 - \$49,999

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Thrivent Chapter

BRONZE HAMMER

\$15,000 - \$24,999

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THE LEGACY SOCIETY

The Legacy Society recognizes those generous donors that have included a bequest to support the future of Habitat for Humanity of Greater Los Angeles (Habitat LA) through their estate plan.

Mr. Thomas Axworthy
Ms. Karen Barbakow
The Baro Family Trust
Ms. Kathleen M. Benz
Ms. Marjeanne Blinn
Mr. Gerard A. Bross and Mr. Peter D. Grisdela
Mr. Rhinehart Canfield

Ms. Melanie Cook
Estate of Sumner Gambiae
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Mr. Jacob Schmidt
Mr. Louis W. Schreiber
Mrs. Diana B. Scura
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Mr. and Mrs. Howard B. Westley

If your name has been omitted in error and you have remembered Habitat LA in your estate plan please contact Jennifer Wise, Vice President of Resource Development, at (424) 246-3627 so you can be properly acknowledged during your lifetime.

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IN HONOR AND IN LOVING MEMORY

In Honor

Donor

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In Honor

Donor

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In honor of Victor Tolan	Ms. Linda Morton
In honor and gratitude to Rennee Tondelli	Mr. Dann Fink
In honor of our nephew and niece, Jeff and Meghan Womack	Mr. and Ms. David Winchell

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Donor

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In Memory of Helen Aigner	Ms. Patricia Wicker
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In Memory of Sandy	Mr. and Mrs. Mark Cangiano

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Thank you to all our ReStore donors for helping to *Build Hope, Lives and Communities* and recycle reusable resources. Below are our major ReStore donors for FY15.

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Greater Los Angeles

Affiliate of Distinction 2013-2015

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   HabitatLA
www.habitatla.org



Building Hope, Lives, and Communities