



Habitat
for Humanity®
Greater Los Angeles

**Habitat for Humanity of
Greater Los Angeles**
Annual Report FY2017
July 1, 2016–June 30, 2017

habitatla.org



Habitat for Humanity®

Greater Los Angeles

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Greater Los Angeles
Annual Report FY2017
July 1, 2016–June 30, 2017

habitatla.org

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MISSION

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

VISION

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



Dear friends and supporters,

Thank you for helping Habitat for Humanity of Greater Los Angeles (Habitat LA) accomplish many milestones this year, including building and repairing 82 homes, diverting almost 2 million pounds of materials from area landfills through our ReStores and engaging thousands of donors and volunteers in our mission.

We are so proud to have been named for the third year in a row in Los Angeles Business Journal's top 25 residential developers, recognized for the sixth consecutive time with a 4-star Charity Navigator rating and named an Affiliate of Distinction for the third time by Habitat for Humanity International. But most importantly, we are proud of our work to empower families through housing solutions.

All of us at Habitat LA believe in our vision that everyone should have a decent place to live.

All too often, this basic human right is out of reach for families due to circumstances of income, special needs or unavailability of resources. The transformation in a family's

life when they have a decent place to call home, where they do not have to worry about the safety of their children, where they have enough room to invite their family and friends to visit, where they can build a strong foundation, is simply amazing. The simple step of giving a family a hand up to a better opportunity can be life changing.

All of you have given back in your own unique way, and we thank each of you for your contributions and service to support our work in **Building a Greater Los Angeles**.



Erin Rank
President and CEO



William Blake
Chairman of the Board



Strategic Plan

Build **Community Impact**

Serve 4,500 families in need through sustainable construction and housing support services.

Build **Sector Impact**

Create housing opportunities for 15,000 people through market development and advocacy efforts.

Build **Societal Impact**

Mobilize 100,000 people to join the cause of affordable housing.

Build **a Sustainable Organization**

Mobilize resources and steward them faithfully.

Campaign Breakdown

By 2020 Habitat LA will invest \$100 million to make a transformational impact by helping families, revitalizing neighborhoods across Los Angeles, and creating more access to affordable housing.

\$70 million

Home Production

1,000 homes will be built, renovated and repaired.

\$20 million

Habitat LA Program Support

Program funding will support education, job training, housing resources and a new ReStore.

\$10 million

Social Investment Fund

Expansion of our lending resources will provide additional mortgages, home improvement loans, down payment assistance and more to families seeking better housing opportunities.



Statement of Financial Position

As of June 30, 2017

Assets	FY 2017	FY 2016
Cash and Cash Equivalents	\$ 2,589,960	\$ 2,080,309
Program Service Grants Receivable	549,244	-
Unconditional Promises to Give, Net	2,217,450	3,216,431
Mortgage Notes Receivable, Net	11,860,786	11,995,713
Prepaid Expenses	327,532	249,237
Inventories	1,579,175	1,041,473
Construction in Process	8,482,601	7,966,705
Finished Homes Held for Sale	1,619,938	-
Property & Equipment, Net	4,509,159	4,458,312
Deposits and other assets	621,400	541,963
Total Assets	\$ 34,357,245	\$ 31,550,143
Liabilities and Net Assets		
Bank Lines of Credit	\$ 1,188,275	\$ 952,275
Accounts Payable	852,436	510,710
Accrued Expenses	653,101	670,623
Deposits and Impounds	74,076	47,900
Deferred Revenue	722,278	1,401,251
Capital Lease Obligations Payable	\$32,967	\$6,928
Notes Payable	\$11,130,556	\$8,785,446
Restricted and Unrestricted Net Assets	\$19,703,554	\$19,175,010
Total Liabilities and Net Assets	\$34,357,245	\$31,550,143

Statement of Activities

July 1, 2016–June 30, 2017

Support and Revenue	FY 2017	FY 2016
Contributions	\$ 3,747,108	\$ 3,665,635
In-kind Contributions	976,685	863,899
Sales of Homes	3,464,543	5,238,172
ReStore Sales	4,667,359	3,938,504
ReStore Value of Donations	4,668,007	3,940,381
Government Grants	886,974	604,568
Special Events, Net	584,627	621,992
Mortgage Loan Discount Amortization	920,918	652,889
Other Income (Loss)	300,238	306,807
Total Revenue, Gains and Other Support	\$ 20,216,459	\$ 19,832,847
Expenses		
Cost of Homes Sold and Program Support	18,077,342	17,498,565
Fundraising	757,685	844,041
Management and General	852,886	922,455
Total Expenses	19,687,913	19,265,061
Change in Net Assets	528,546	567,786
Net Assets, Beginning of Year	19,175,010	18,607,224
Net Assets, End of Year	\$ 19,703,556	\$ 19,175,010



FY2017 Use of Funds

July 1, 2016–June 30, 2017

Habitat LA is the proud recipient of six consecutive 4-star ratings from Charity Navigator for fiscal responsibility and transparency.

90.8%

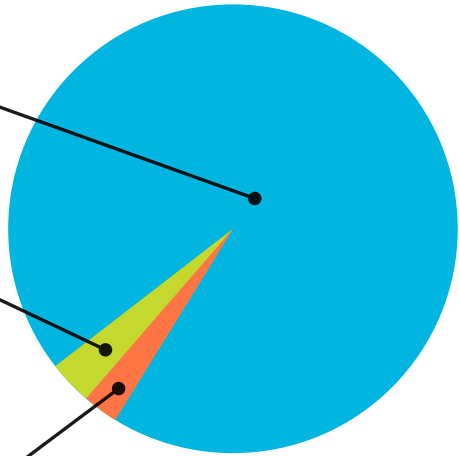
Program Expenses

4.8%

Administrative Expenses

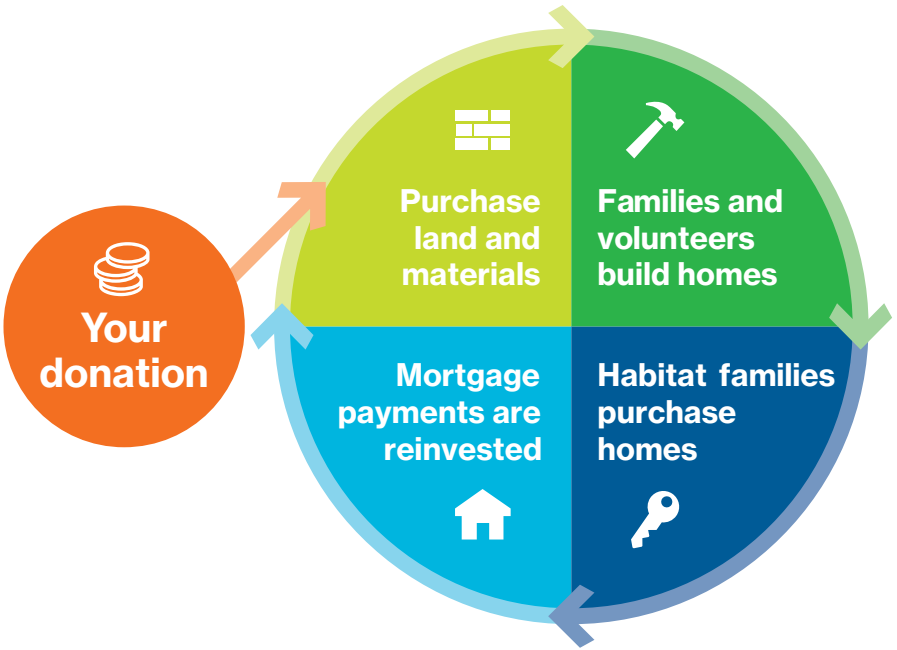
4.4%

Fundraising Expenses



Sustainable Business Model

Habitat for Humanity has created a self-sustaining business model consisting of partnerships with cities, volunteer labor and donations of money and materials. This allows Habitat LA to help low-income individuals and families achieve strength, stability and self-reliance through homeownership as active participants in building a better future for themselves and their families.



Volunteers

Habitat LA is built on the strength of its volunteers. Over the past year, Habitat LA has engaged 6,833 volunteers with 110,687 volunteer hours donated. These are volunteers and organizations who have generously donated 100+ hours of their time during the past year.

1000+ Hours

Delta Air Lines	The Home Depot Foundation	Wells Fargo Foundation
Grifols Shared Services North America Inc.	Lolita F. Pizarro	

500+ Hours

Alexandria Real Estate Equities, Inc.	Sarah E. DelMedico	Susan A. Hunt
Walter Burchard	David L. Gardner	Lowe's Companies, Inc.
	Martin Greenberger	US Bank

250+ Hours

Carl R. Barnes
Jesus Benitez
William Blake
Daniel Burgner
James A. Cunningham
Vicki D. Cunningham
Edison International
EY Corporation
Greg Ferree
Hilti Corporation
Kabbalah Centre Los Angeles
Ruby Jones
Los Angeles Galaxy
Los Angeles Kings
Los Angeles Mayor's Office of Veterans Affairs
John Manganiello
Marriott International, Inc.
Mattel, Inc.
Michelle Meghrouni
Roger A. Metzler
MITT Legacy Leadership Development Program
NBC Universal
Eric Remensperger
John N. Rosenthal
Raul Salinas
Douglas Smith
St. Cross by-the-Sea Episcopal Church
St. Lawrence Martyr Catholic Church
St. Monica Catholic Church
US Coast Guard Station LA/LB
Jim J. Van Camp
William S. Weisinger
Alan Wright
Zurich North America

100+ Hours

Bilal Abdulhasan
Matthew J. Alexander
Ian Altares
Altisource
American Association of Airport Executives
Robert H. Anderson
Dave Anderson
Apple
Arixa Capital Advisors, LLC
Automatic Data Processing, Inc.
William B. Bails

Bank of America
Charitable Foundation
Max de Brouwer
Kurt K. Brennan
Brentwood Presbyterian Church
S. Hugh Brown
Bureau of Jewish Education of Greater Los Angeles
Canyon Partners, LLC
CBRE Group, Inc.
Chief Petty Officers Mess
Christ Presbyterian Church of Lakewood
City of Montebello
Tom Clarke
Connexity
Corpus Christi Catholic Church
CREXi
Joe Davis
David Diaz
The Employees Community Fund of Boeing California
Entertainment Partners
Farmers Insurance Group
The Foundation for Camp Bob Waldorf
Clarence T. Fung
Dwight S. Garbe
General Hospital Fan Build Day
George Smith Partners
GiveBack Homes
Goldman, Sachs & Co.
Habitat LA Catholic Coalition
Habitat LA Jewish Coalition
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Gonzalo Herrera Arroyo
Ranjan Goswami
Terri Haack
Dimitri Hunt
Marc Hyman
IMAX Corporation
Interreligious Council of Southern California
Derrell M. Jenkins
Bob Johnson
Carl Jordan
Journey of Faith
Thomas F. Kafka
Eva Kalawski
Kin Community
KPFF Consulting Engineers
Jim M. Lee
Chrissie Lopez
Los Angeles Business Travel

Association (LABTA)
Los Angeles Sparks
Patrick Lynch
Madewell Inc
Daniel Marten
James B. McDaniel
Stacy McDaniel
Kim McManus
Palm Realty Boutique
Pango Group
Paradigm Talent Agency
Larry Paul
Matt Petersen
PPG Industries
Producers Guild of America
Proskauer Rose LLP
Gregory D. Raasch
Lori Raya
RCLCO Foundation
Resurrection Church Los Angeles
Steven M. Rhodes
Melvin B. Richardson
LeAnne Romesburg
Tom K. Rooney
Marni I. Rosenzweig
Craig Russell
Ryan K. Sakamoto
Seyfarth Shaw LLP
Michael E. Sims
Social Gaming Network (SGN)
Jonathan J. Spees
St. James Catholic Church
Richard M. Stanger
Stanley Black & Decker
Stout Risius Ross
John Sykes
Tarte Cosmetics
Temple Israel Long Beach
Thrivent Financial
Troy Thrower
Matt Tickle
Transamerica Insurance & Investment Group
University of Pennsylvania Alumni
Roxana Vargas
Leo Vasquez
Ken Walker
Jeff Warner
William Morris Endeavor Entertainment
Douglas B. Wright

The Trejo Family

Ezequiel, Maria, Cesar (12), Emily (4)

The Trejo family lived in a one-bedroom apartment in the city of Inglewood before partnering with Habitat LA to become homeowners. The overcrowded space presented many challenges for the family, especially for their two autistic children who didn't have the space necessary to develop. Maria says, "having a bigger home with space to run and play has been such a blessing for our family and our children's health."

Ezquiel and Maria are hardworking, devoted parents who give back to their children's schools and communities. Ezquiel is a mechanic and dismantler and Maria is an in-home services caregiver for Cesar and Emily. They both work tirelessly to advocate for their children and families with special needs, connecting others with the resources and services necessary to thrive.

The Trejo family enjoyed working closely with Habitat LA staff and volunteers. They are thrilled to have a home and backyard where their children can play and thrive. Maria says they look forward to having a space where they can invite people over and start new family traditions. "We can't wait to throw our children's birthday parties. This is the beginning of a new chapter in our lives and we are so thankful to Habitat for Humanity for this opportunity."

"It is the beginning of a new chapter in our lives."

MARIA TREJO, HABITAT LA HOMEOWNER




2017 By the Numbers

82 homes
built and repaired





 **1,000**
people served through
better housing solutions

 **6,833**
volunteers donated
110,687
hours of service

 **1,218**
Veterans engaged

 **\$12.1 million**
raised in private and
public funding

 **\$5.1 million**
raised through our ReStores

More than
 **1.7 million**
pounds of material diverted
from landfills

Donors

Thank you for your support!

As a donor to Habitat LA, you are doing more than building homes with local, low-income families. You are transforming communities. By giving to Habitat LA you are empowering through homeownership and providing families with the foundation to build a better future.



Cash and In-Kind Contributions received between July 1, 2016 and June 30, 2017

*denotes Gift in Kind donation

Thank You to Our 2016-2017 Partner Cities

City of Bellflower	City of Los Angeles	County of Los Angeles
City of Downey	City of Montebello	Culver City
City of Long Beach	City of Whittier	

Legacy \$100,000+

American Building Supply, Inc.	Estate of Sumner B. Gambee	Klinkert Family Trust
Bank of America Charitable Foundation	Grifols Shared Services North America Inc.	LINC Los Angeles
Carrier Corporation	Habitat LA Catholic Coalition	Lowe's Companies, Inc.
Cotton Incorporated: Blue Jeans Go Green	The Home Depot Foundation	Thrivent Financial
Delta Air Lines	Kabbalah Centre Los Angeles	
Edison International		

Platinum \$75,000-\$99,000

American Business Bank	Tom and Ellie Clarke	Playa Venice Sunrise Rotary
Archdiocesan Youth Employment Services	Habitat LA Long Beach Area Faith Coalition	Wells Fargo National Housing Foundation

Gold Hammer

\$50,000-\$74,999

Dwight Stuart Youth Fund
John Sutton and Eva Kalawski
Prologis
The Albertsons Companies
Foundation & The Vons
Foundation
US Bank
Warner Bros Records
Wells Fargo Foundation

Silver Hammer

\$25,000-\$49,999

Alexandria Real Estate Equities,
Inc.
Altisource
Boston Private Bank & Trust
Company
Cape Point Development
The Capital Group Companies,
Inc.
City National Bank
Duane Morris LLP
The Eli and Edythe Broad
Foundation
Google, Inc.
David and Cindy Hoag
JM Eagle
Magic Johnson Enterprises
Keenan & Associates
Kimberly-Clark Corporation
La Cienega Design Quarter
Los Angeles Kings
Luther Burbank Savings
Mattel, Inc.
Nissan North America, Inc.
PricewaterhouseCoopers, LLP
Quality Production Services
Erin and Wallace Rank
Craig and Sandra Russell
The Ruth/Allen Ziegler
Foundation
Sony Pictures Entertainment,
Inc.
South Bay Workforce
Investment Board
Southern California Gas
Company
Tarte Cosmetics
Union Bank
The Valspar Corporation and
Subsidiaries

Westwood Medical Group, Inc.
Zurich North America

Bronze Hammer

\$15,000-\$24,999

AECOM Technology
Corporation
American Martyrs Catholic
Church
Christopher Wadden and Susan
Booth
Daniel and Cathy Burgner
Mary Ann Canter
Capital One
Dahl Administration, LLC
The Dow Chemical Company
EY Corporation
Federal Home Loan Bank of San
Francisco
First United Methodist Church
of Santa Monica
GiveBack Homes
Hilti Corporation
LA Magazine
Montage Hotels Beverly Hills
Dr. Fernando and Marilyn
Morales
Mosaic LA
MVAT Foundation
NBC Universal
Paradigm Talent Agency
The Queen Mary
Michael and Patricia Roth
Terranea Resort
Mauricio Umansky
Ken and Tami Walker
The Walt Disney Company
Whirlpool Corporation

Architects Circle

\$10,000-\$14,999

Adams-Mastrovich Family
Foundation
AlvaradoSmith
American Legion Post 283
William and Elizabeth Blake
Dave and Sheila Gold
Foundation
Eleanor K. Eck
Farmers Insurance Group
Randy and Cathy Farwell
Ford & Harrison LLP

Foundation for Financial
Planning
Ranjan Goswami
Kirkland & Ellis LLP
KPMG, LLP
Mike and Laura Lang
Lelia Fund
Los Angeles Capital
Los Angeles Dept of Water and
Power
Los Angeles Galaxy
Management 360
Joseph J. Mazzo
Mercury Insurance
MITT Legacy Leadership
Development Program
Pacific Dental Services
Palm Realty Boutique
Parkcrest Christian Church
Participant Media
Referralexchange.com
Rossi Daskocil & Finkelstein LLP
Seyfarth Shaw LLP
Skywest Airlines
Sony Computer Entertainment
St. James Catholic Church
Suffolk Construction
Thomas James Capital
Toyota Motor Engineering &
Manufacturing North America
Trammell Crow Company
Transamerica Insurance &
Investment Group
Verifi, Inc.
Warner Brothers Entertainment,
Inc.
West Los Angeles United
Methodist Church
Westwood Presbyterian Church
Zest Finance

Silver Nail

\$5,000-\$9,999

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L. Turner
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Beverly Wilshire, A Four
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Brentwood Presbyterian Church
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Burgner Experiential, Inc.
California Bank & Trust
CBRE Foundation, Inc.
Christ Lutheran Church
Combined Federal Campaign -
Greater Los Angeles
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Southern California
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Keller Williams - Brentwood

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Social Gaming Network (SGN)

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 Wilshire Boulevard Temple
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 Zions Management Services Company
 Zuber Lawler & Del Duca LLP

Bronze Nail \$1,000-\$4,999

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 Kent and Lauren Burton
 California Resources Corporation
 Calvary Presbyterian Church of Wilmington
 Mario Camara
 Craig and Susan Agins
 Centennial Group Fund

Central Indiana Community Foundation
 Century Center for Economic Opportunity
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 GE Foundation
 Gensler
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 Gibson, Dunn & Crutcher LLP
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 Grace First Presbyterian Church
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 Hunter Douglas
 Dennis and Rita Jackson
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 Taylor Lane

Thomas Lane
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 Latter Day Saints-Santa Monica
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 Law Offices of Charles B.
 Baumer, Inc.
 Heyson Leach
 Christina Lee
 Joan Lee
 Lenox Advisors Inc.
 Mike J. Levis
 Lingle Luxury Realty, Inc.
 Julia E. Liss
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 David C. Lizarraga
 Lori Lober
 Lisa LoCicero
 Patricia C. Lorne
 Los Altos United Methodist
 Church
 Los Angeles Business Council
 Lucky to Live Here Realty, LLC
 Lutheran Church of the Good
 Shepherd
 Lutheran Church of the
 Resurrection
 LV Consulting
 Manhattan Beach Community
 Church
 Marathon Communications
 Marina Christian Fellowship
 Edward Maros
 Adam Marvel
 Erin K. McConahey
 James McManus
 Michelle Meghrouni
 Thomas J. Miller
 Millworks Long Beach
 Michael Molina
 Molina Healthcare Inc.
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 Elliott, LLP
 Oarsmen Foundation
 Onik Agaronyan
 Pacific Commerce Bank
 Pacific Crossroads Church
 Pacific Palisades Presbyterian
 Church
 Glenn and Eleanor Padnick
 Parking Design Solutions

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 Polsinelli
 Port of Long Beach
 Providence Health & Services
 Jon Ralph and Patricia Gibson
 Retired Sheriffs LA
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 Rodger's Catering
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 Church
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 Nadya K. Scott
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 Albert Shih
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 Sidecar Doughnuts
 Sirens Project 1303, LLC
 Skyline Financial Corp
 Slome Capital
 Lisa Smith
 Michael Smith
 Greg and Kim Snodgrass
 Soma Los Angeles Church
 Southwest California Synod,
 ELCA
 Chris Spearman
 Jonathan Spees
 Squadron 283 Sons of The
 American Legion
 St. Aidans Episcopal Church
 St. Francis Episcopal Church
 St. John Chrysostom Church
 St. John's Presbyterian Church
 St. Luke's Presbyterian Church
 St. Martin of Tours Catholic
 Church
 St. Monica Catholic Church
 St. Philomena Catholic Church
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 Sterling Bank Trust
 Stewart Title of California, Inc
 Mike and Corky Stoller
 Brent and Julie Storey
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 Sudha Tendulkar
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 Wonderful Giving
 Pastor John R. Woodall
 William H. Wright

Eric Yi
 Dominic Zamprogna
 Dana Zimmerli

Habitat for Humanity of Greater Los Angeles

Board of Directors



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 through their estate plan.



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Zurich North America

Past Chairman
Daniel Burgner
Burgner Experiential

Vice-Chairman
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Bank of America Merrill Lynch

Secretary
Greg Ferree
Southern California Edison

Treasurer
Alan Wright
Cathay Bank

Tom Clarke
PricewaterhouseCoopers

Max de Brouwer
Grifols

Ranjan Goswami
Delta Air Lines, Inc

Terri Haack
Terranea Resort

Carl Jordan
U.S. Bank

Eva Kalawski
Platinum Equity, LLC

Kim McManus
Mosaic LA

Michelle Meghrouni
Southern California
Gas Company

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Los Angeles Cleantech
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Lori Raya
Albertsons, Vons and Pavilions

Eric Remensperger
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LeAnne Romesburg
Lowe's

Craig Russell
Walt Disney Imagineering

Raul Salinas
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John Sykes
Suffolk Construction

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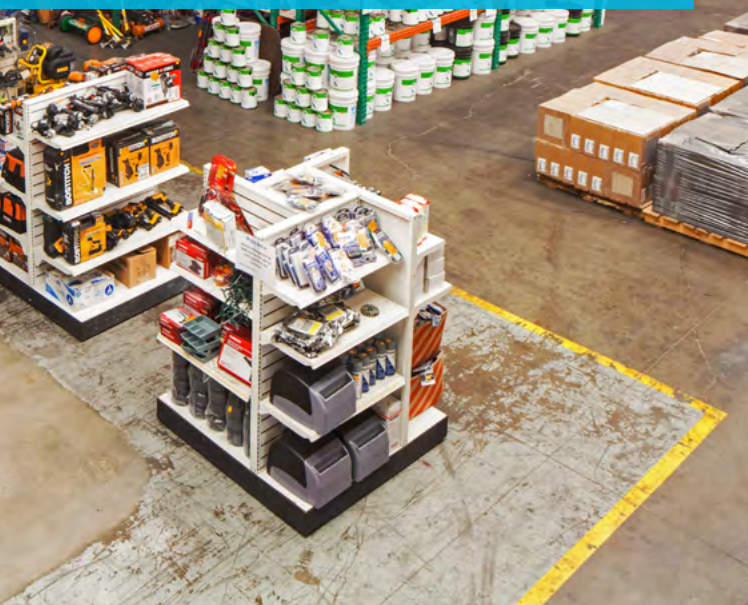
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