



**JULY 1, 2020 — JUNE 30, 2021**

# ANNUAL REPORT



# a message from our leadership

Despite the turbulence that fiscal year 2021 delivered to businesses and nonprofits throughout Habitat's services areas, you have given us much to be thankful for. For your support of our homebuyers and volunteers. For your financial and in-kind gifts. And for the faith you placed in our organization.



**GARY GAISSERT**  
*President of the Board*

In the fiscal year ending on June 30, 2021, Lancaster Lebanon Habitat for Humanity was overcoming the challenges stemming from the pandemic. We waited through work stoppages on construction sites and ReStore, due to possible and actual COVID-19 infections. We waited for building materials on backorder to be delivered. We waited to get appointments with subcontractors, who were already over capacity, to visit our new sites for project estimates for permitting.

Even though the conditions of building were slow, our volunteers contributed more hours than any year in the past five years on five construction sites... two in Lancaster County and three in Lebanon County. Volunteers showed up at our project sites, our ReStore, and our committee meetings—despite having to wear masks, sanitize frequently, and cope with many interruptions to our workflow. Due to the year's unique challenges, we settled two Habitat homebuyers in fiscal year 2021. Though we are grateful for every new homebuyer, we are always seeking to do better and help more.

In fact, we are in a better position today to have a greater impact in the coming years because of your gifts and the "other income" on our balance sheet from government stimulus grants and generously-termed loans. For the first time in over a decade, we have funds restricted to current and new future projects to be named. We seized an opportunity before us: Late in the fiscal year, we used all the resources available to us to acquire four new sites, two in each County, to rehab for new Habitat homebuyers. In addition, we are preparing to build new homes on land that the County Land Bank is managing in Columbia.



**ANDREW SZALAY**  
*Executive Director*

## **We continually seek new opportunities for affordable homes because we must build, and we must build more.**

As you are no doubt aware, homes and land have been unaffordable for homebuyers for years, but in the last two years rising scarcity has pushed prices out of reach for even some developers. Thanks to your gifts, volunteering, and prayers, we have been blessed with opportunities to help local families overcome the obstacles failing them in the housing market.

We have more seeds to sow. You are the means of rising to the challenge. Well done. Thank you. And we look forward to building with you in 2022 and beyond!

### **MISSION STATEMENT**

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

### **BOARD OF DIRECTORS**

Gary Gaissert <i>President</i>	Adrienne Squillace <i>Vice President</i>	Mike Monteiro <i>Treasurer</i>	Dante Swinton <i>Secretary</i>
Dee Cook / Fred Cluck / Tene A. Darby / Amy Dellinger / Wayne Gongaware Carolyn Haskell / Ryan McCreary / Christian Recknagel			
Gibbel, Kraybill & Hess, Board Solicitor			

### **ADVISORY BOARD**

Wayne Gongaware / Willonda McCloud / Jeffrey Scheuren / Charles Yohe  
and Habitat's four board officers

# a look back

## BREAKING GOALS

Despite re-opening with limited hours and volunteer support following its COVID-shutdown at the start of the fiscal year, ReStore surpassed FY20 sales by 29 percent, and reached its highest sales month ever in March. Collaborative partnerships with neighboring ReStores and donors, an updated POS system, and

a strong social media presence are among the factors that led to a budget-breaking year.

## THINKING OUTSIDE (AND INSIDE) THE BOX

Our staff worked hard to assist our homeowners and future buyers through challenges related to the pandemic, from creating new mortgage payment plans for homeowners who were experiencing loss of work to delivering boxes of food to families within our program and the community. We're

happy to report that by the end of the fiscal year, all Habitat families who struggled financially became current with their mortgages or modified their payments. More important, all of our families stayed in their homes.

## FORWARD THINKING

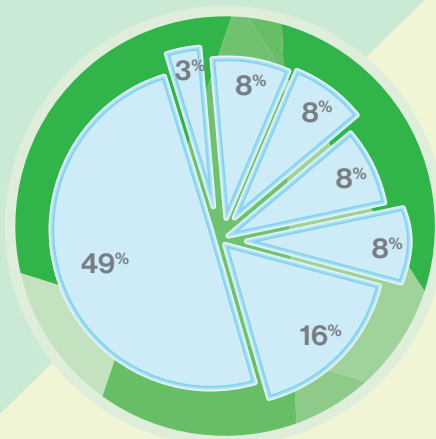
When residential construction was permitted to resume following its temporary COVID-related halt, our construction activities began with two staff members and slowly grew to include limited volunteer support under strict safety guidelines. While our building pace remained slow during the first half of the fiscal year, in part due to delays within the construction industry itself, we kept five projects moving forward. Additionally, we cast an eye to the future by acquiring four new build sites, all of which will become active in the current fiscal year, as well as partnering with the County Land Bank for a new home build in Columbia.

## WE LISTENED

Having gone through the important process of a feasibility study for the project and engaging community discussion, our staff and board determined that a large-scale build in Lancaster's southeast neighborhood at Juniata Street was not only too expensive in the context of affordable homeownership, it was not what the families who lived adjacent to the grassy space wanted. Our team is exploring what will be the best use of the land.

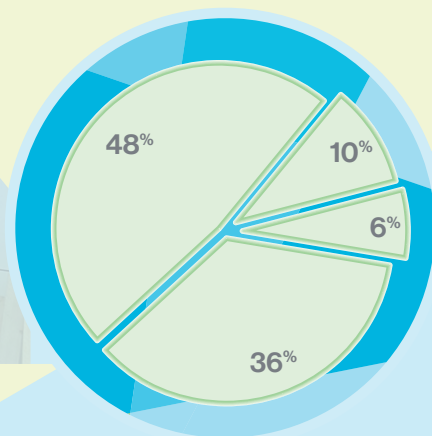


July 1, 2020 →  
June 30, 2021



## INCOME

49%	ReStore Sales.....	\$ 1,583,338
16%	Contributions.....	525,630
8%	Sales to Homeowners.....	244,000
8%	Grants .....	242,212
8%	Mortgage Discount Amortization.....	245,799
8%	Other Income .....	249,588
3%	Special Events .....	108,545
<b>Total Income .....</b>		<b>\$ 3,199,112</b>



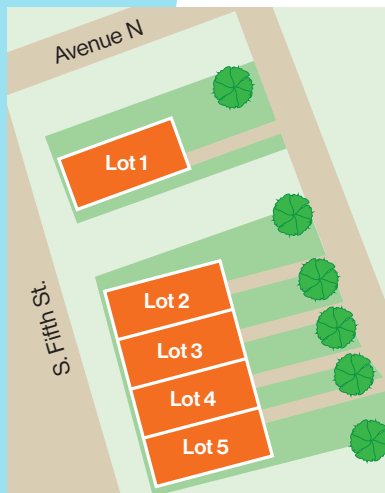
## EXPENSES

36%	Program Services .....	\$ 984,040
48%	ReStore .....	1,315,736
10%	Operating.....	273,130
6%	Fundraising .....	181,731
<b>Total Expenses.....</b>		<b>\$ 2,754,637</b>
<b>Net Income.....</b>		<b>\$ 444,475</b>

Data based on preliminary audit results.



# a look ahead



## COLUMBIA BOROUGH

In addition to four new renovation sites in the Cities of Lancaster and Lebanon, Habitat will begin to develop land for five new homes on S. 5th Street in the Borough of Columbia. Land development and demolition of existing structures is slated to begin at the start of 2022.

## LAND AND PROPERTY ACQUISITION

Habitat is having great success working with its public partners,

including the Redevelopment Authority of the City of Lancaster and the City of Lebanon Land Bank, to find home sites. At the time of writing this report, we have an outstanding agreement to buy a home in the City of Lebanon and another in the City of Lancaster.

This autumn, we are also hoping to arrange a significant agreement with UPMC and HDC Mid Atlantic for a lot to develop new-build homes in the southwest quadrant of the City of Lancaster. These could be under construction as early as 2023.

## HOMEOWNERSHIP

With 11 families currently in our first-time homebuyers program, six are matched to their future homes. Of the remaining homebuyers, we anticipate that four will select home projects that will be launched this year. This means we can re-open our homeownership applications to serve more families. The need for affordable housing in our community is great... our team receives an inquiry every day for affordable housing.

**HABITAT RECEIVES AN  
INQUIRY EVERY DAY FOR  
AFFORDABLE HOUSING**

## RESTORE

With the addition of a dedicated volunteer coordinator to the ReStore staff, we can grow the volunteer support needed to help carry out day-to-day operations. This allows our staff to spend more time developing relationships for better inventory and managing customer care for a better shopping experience.

## VOLUNTEERS

We are hopeful to host our first Volunteer Summit, an event planned for the past spring but was postponed due to the pandemic. The summit will offer Habitat volunteers from all areas of our organization the opportunity to connect, learn and share so that we can improve our volunteer experience and strengthen opportunities to serve through Habitat.



# stories that made an impact

## THE NEXT GENERATION OF VOLUNTEERS

We often say, Habitat runs on volunteers. For this very reason, it is critical we work to develop tomorrow's service leaders. Over the past fiscal year, our team has developed relationships with students at various local schools—Conestoga Valley IU-13, PA College of Health Sciences, Lebanon High School, Lebanon Valley College, and Lancaster Country Day School. Not only are these young volunteers lending a hand up to our program, but they are learning the value of service within the community they live.



## A FOND FAREWELL

Our first-time homebuyers program works with families so they have the tools to be successful homeowners. Sometimes, success means moving out. The Surita Family achieved Habitat homeownership in 2014, and through hard work and an affordable mortgage, was able to purchase a bigger home for their growing family this past summer. Over the years, Tony's career at TAIT Towers has flourished, and Tielle earned her master's degree AND wrote two books. The young couple shows how Habitat families can thrive through homeownership and build their own bright futures.

