



Lancaster Lebanon

Habitat
for Humanity®



JULY 1, 2021 — JUNE 30, 2022

ANNUAL REPORT

a message from our leadership



CHRISTIAN RECKNAGEL
Chair of the Board



ANDREW SZALAY
President & CEO

Thank you for your support for Habitat for Humanity this past year. Whether you have contributed financially or through your time, you have changed lives through housing.

Although you believe in what we do, and many know our brand, not everyone understands Habitat's program well enough to put it into a short sentence. So here you go: Habitat for Humanity makes first-time homebuyers. We know; it barely touches the surface, but it is true.

If you need more, try this: Habitat for Humanity relies on volunteer labor to build affordable homes for low-income first-time homebuyers who have a need for housing. Our approved homebuyers will contribute at least 250 sweat equity hours and will buy the home with a zero-interest mortgage from Habitat. We hope that helps.

This report tells you how we did in Fiscal Year 2022. But let us help you make sense of the bigger picture.

In 2022, we completed construction on five Habitat homes. Among them, the three Cumberland Street homes in the City of Lebanon. We also completed two more projects in the City of Lancaster for two local families.

With the start of significant renovations at 723 S. Lime Street in March 2022, we began the first project within an ambitious five-year building plan that will increase our construction by 50 percent and elevate our organization so we can build more. This plan is supported by a campaign-style fundraising effort named Open Doors, currently in its Quiet or Silent Phase. In Fiscal Year 2022 alone, our regular fundraising combined with campaign gifts have enabled us to acquire two properties in the City of Lancaster, one in North Cornwall, and enter the due diligence phase of formal land development of two parcels for new home construction.

This campaign explains why our financials have never looked better. Of course, by the end of the campaign, around 2026, we should have served 30 families, and the additional financial resources spent, through the combination of freshly rehabbed homes and newly-constructed houses.

Also, you may have read that ReStore is moving. That's true. Our social enterprise, and a key to our community impact, will be relocating after a great deal of searching for new sites. The move is over a year away. Your donations of construction materials and furniture to the shop make an enormous difference to making first-time homebuyers, but your financial contributions, we want to assure you, do not support the store.

Thank you for your contributions, ReStore donations, your time, your prayers, and telling your neighbors and friends why you believe in our work. You are Habitat for Humanity, and you make first-time homebuyers.

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

Christian Recknagel *Chair* Amy Dellinger *Vice Chair* Fred Cluck *Treasurer* Dante Swinton *Secretary*
Christopher Boyd, Tene A. Darby, Turnier Esperance, Jr., Wayne Gongaware
Carolyn Haskell, Jennifer Koppel, Ryan McCreary, Chris Smith
Gibbel, Kraybill & Hess, *Board Solicitor*

ADVISORY BOARD

Wayne Gongaware, Willonda McCloud, Marjorie Rupert-Mumma, Charles Yohe
and Habitat's four board officers

a look back



OPEN DOORS



2021-2026 Building Campaign

Our team launched an ambitious new building campaign, Open Doors. The \$4 million initiative will enable Habitat to build 30 homes over five years, a 50 percent increase in home

construction. Additionally, as we expand our capacity across the organization through Open Doors, Habitat will be in the position to build at this new, elevated pace well beyond the campaign's conclusion... empowering us to better meet the urgent call for more affordable housing in our community.

CUMBERLAND BUILD



This extensive, two-year rehabilitation project at the gateway to Downtown Lebanon came to a close. With initial funding from the Lebanon County Commissioners, three severely fire-damaged properties

along Cumberland Street were transformed into safe, affordable homes for Ronnie, Rabecca and Jacques, along with their families. A total of 8620 volunteer hours went into the renovation project, along with significant support from community partners and local leaders. To see a video recap of this significant endeavor, use the QR code here.

LAND ACQUISITION

We purchased houses to rehab, including two in Lebanon County: 1824 Chestnut Street in North Cornwall Township and 519 N. 11th Street in the City of Lebanon. We also bought 657 Fremont Street and 521 Poplar Street in the SoWe neighborhood of the City of Lancaster.

There are also continuing efforts and negotiations underway on some buildable land in three municipalities, but those will likely come later in FY 2023 or possibly later depending on the challenges that arise due diligence. These sites will require a tenacious effort to acquire and make affordable, in addition to the help of our community partners.



RESTORE

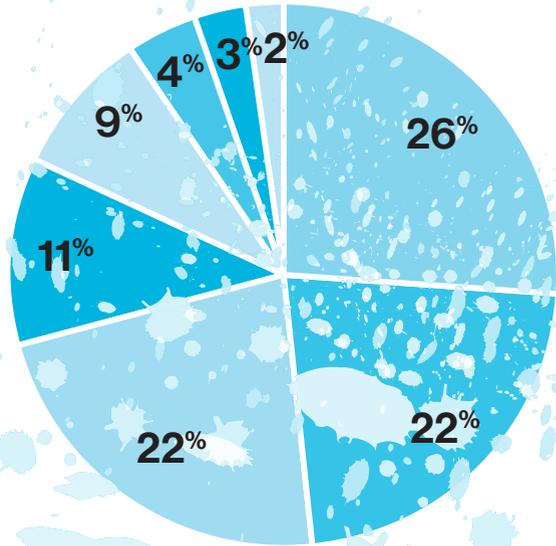
Gross Sales.....	\$ 1,164,769
Contributions	\$ 1,159,208
Total Expenses.....	\$1,838,940
Net Income.....	\$ 485,064

Lancaster Area Habitat for Humanity ReStore broke a record for the strongest year of sales ever since its opening in 1998. Our social enterprise funnels proceeds from sales directly back into Habitat's home building mission. This year's revenue growth is critical to our goal to build more homes through the Open Doors campaign. Two important factors behind the increase in sales are the procurement of high quality product from donors and a strong social media presence.

July 1, 2021– June 30, 2022

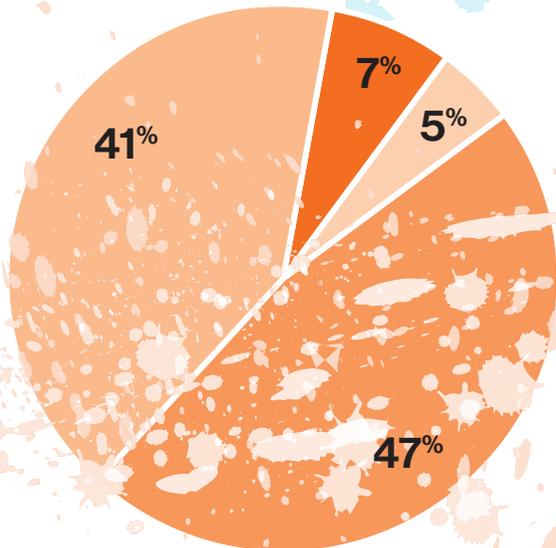
INCOME

26% Building Campaign.....	1,357,452
22% ReStore Sales.....	1,164,796
22% ReStore Contributions	1,159,208
11% Sales to Homeowners	585,000
9% Contributions.....	443,079
4% Grants.....	213,766
3% Mortgage Discount Amortization ...	162,069
2% Special Events/Other.....	109,176
Total Income	\$ 5,193,368



EXPENSES

47% Restore Expenses.....	1,838,940
41% Program Expenses.....	1,614,752
7% Operating Expenses	282,663
5% Fund Raising	178,341
Total Expenses.....	\$ 3,914,696
Net Income.....	\$ 1,278,672



Note: The resulting net income is due to fundraising behind our \$4 million Open Doors building campaign. These funds will be spent down over the next four years as we increase our home construction.

a look ahead



WOMEN BUILD

The much-celebrated construction tradition, Women Build, is back in the line-up of Habitat events. In mid-October, all-female crews will take over all three of Habitat's active construction sites in Lancaster and Lebanon. Sponsored by UGI Utilities, the week-long event will serve as a launching pad to hosting Women Builds annually; and through pre-event instructional workshops, help us establish a larger-scale volunteer training program.

COLUMBIA BUILD

Through a partnership with the Lancaster County Land Bank that has been years in the making, Habitat will build four new energy-efficient homes on S. 5th Street. This past year, the Land Bank demolished two aging structures to make way for homes that fit modern-day living yet retain the character of the surrounding properties. Habitat will partner with B.R. Kreider and Weaver Precast to develop the landscape and foundations in March 2023, before our volunteers begin framing and moving construction forward throughout the spring and summer.

RESTORE



Our ReStore team will begin to prepare for its relocation to a brand new space at 1061 Manheim Pike, at the entry to Lancaster City. Steady and strong sales over the past few years, along with donation procurement, has put our store in the position that additional floor space and parking have become critical for continued growth. Moving the store will be no small undertaking; so while the relocation won't take place until Fiscal Year 24, we will start planning the move in the Spring of 2023.



CREW LEADERS

Volunteers are the heart of our work, and volunteer crew leaders can help us meet our goal to increase our build pace by overseeing volunteers on a daily or weekly basis and keeping home construction on track to be completed on time. We are beginning to recruit crew leaders from our regular volunteers, and will empower them with the training and know-how they need to move into this leadership role.

