



Lancaster Lebanon  
**Habitat**  
for Humanity®

July 1, 2022 — June 30, 2023

# ANNUAL REPORT



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## mission statement

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

# A Message from Our Leadership

Looking back over the past fiscal year, our Habitat team put the critical pieces in place that would allow us to serve more families. And in early 2023, our hard work came to fruition.

Over a five day period mid-January, 115 hopeful homebuyers applied to be Habitat homeowners. Some had been visiting the office monthly or weekly to check that they weren't going to miss the open application period. By the end of June 2023, Habitat had accepted 11 into the program with many more pending carrying into the new fiscal year.

This was all possible due to the future home projects we were able to add to our inventory. Let us explain.

After our Habitat family — including invaluable volunteers, Habitat homebuyers, donors, ReStore customers and staff — our most precious resource is land. By land we mean existing houses that we can rehabilitate to preserve home affordability or a piece of land that has the potential for a newly built affordable home. Thanks to gifts from the Open Doors campaign, regular fundraising, and a record-breaking year of sales for our Lancaster ReStore, we were blessed with the means to aggressively secure the sites to make opportunities for first-time homebuyers.

Over fiscal year 2023, we acquired two homes for affordable housing preservation and the site for the four new homes we are continuing to build on S. 5th Street in Columbia. We also were in the process of negotiating or had agreements in hand for 14 more sites, which we acquired in late summer 2023. This strong pipeline of future home projects allowed us to welcome more families into our program and strengthened our position to make a bigger impact on the housing needs in our community.

Consumer prices, construction costs, and overall inflation have been difficult, but we credit the power of our ReStore's growth to help us manage the increase in expenses. And while it looks like we have a substantial amount of assets in the bank, we are quickly investing those assets into our 14 new sites, plus a few more properties we are seeking.

So, thank you. Thank you for giving. Thank you for shopping. Thank you for volunteering. With your support, we have been empowered to build more. And with your continued partnership, our mission will bring transformational change to even more families through affordable Habitat homeownership.



**AMY DELLINGER**  
*Chair of the Board*



**ANDREW SZALAY**  
*President & CEO*

# A Look Back, Fiscal Year 2023



## ReStore Sales

ReStore—our donation center and retail store for gently used or new home goods and building materials—has fueled our mission in a bigger way over the past year. Through more product donations and greater sales, ReStore exceeded yearly sales goals by 30 percent. Additionally, a larger staff and more robust volunteer support have enabled the ReStore team to process more donations and assist more customers.



## Open Doors: Quiet Phase

In Dec 2021, we launched a 5-year, \$4 million building campaign called Open Doors. Its purpose is to increase our home production by 50 percent, enabling us to build 30 homes through 2026... and to grow our capacity so that we can continue serving a greater number of families well into the future. Our quiet phase has been successful, raising \$3 million and positioning us well for the launch of the public phase in 2024.

## Increased Land Acquisition

Thanks to increased revenue from Open Doors and ReStore sales, we have been able to acquire more properties for future builds. Together with the properties we acquired and negotiated in FY23, we now have a total of 27 home projects in our Open Doors portfolio. We have parcels of land for multi-home urban infill projects, as well as existing blighted or condemned homes for rehabilitation. As we seek to meet our 30-home Open Doors goal, acquisitions will continue over this fiscal year.

## More Homebuyers

Due to our strong pipeline of home projects, we opened home applications in January. Over a five-day period, we received 115 applications from local families. The tremendous response is a testament to the critical need for affordable housing in our communities. At the start of Fiscal Year 2024, we have 16 families now in our homeownership program, with more applications still under review. Like land acquisition, this cohort of future homebuyers is the largest we've had in recent history.

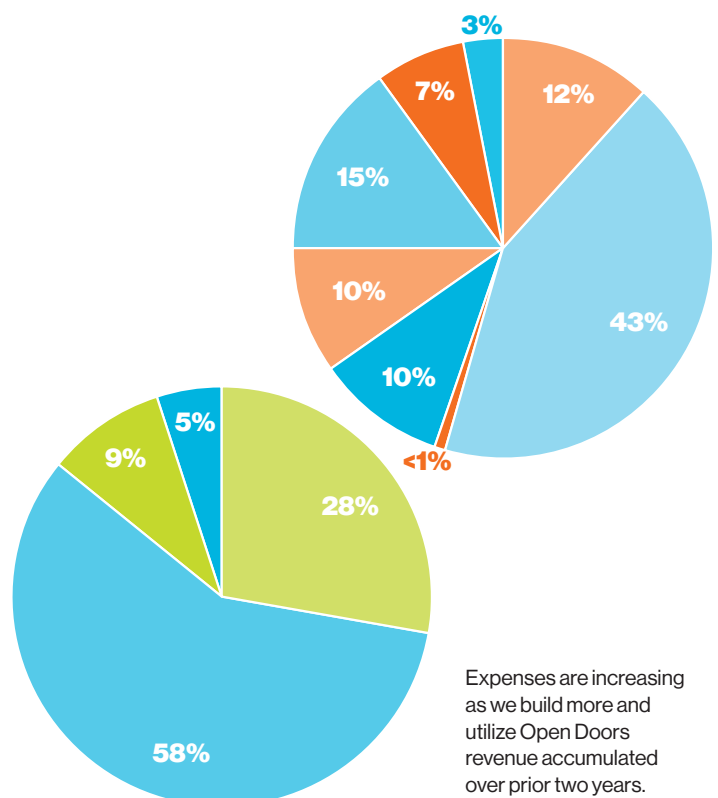
## income

<b>12%</b>	Building Campaign.....	\$412,365.21
<b>43%</b>	ReStore Sales.....	\$1,469,069.08
<b>&lt;1%</b>	ReStore Contributions .....	\$11,763.92
<b>10%</b>	Sales to Homeowners .....	\$335,000.00
<b>10%</b>	Contributions .....	346,970.00
<b>15%</b>	Grants.....	\$494,546.02
<b>7%</b>	Mortgage Discount Amortization.....	\$244,911.89
<b>3%</b>	Special Events/Other.....	\$75,655.29
	<b>Total Income.....</b>	<b>\$3,390,282.48</b>

## expenses

<b>58%</b>	Program Expenses.....	\$1,998,420.82
<b>28%</b>	ReStore Expenses.....	\$978,430.00
<b>9%</b>	Operating Expenses.....	\$307,510.17
<b>5%</b>	Fundraising.....	\$183,480.06
	<b>Total Expenses.....</b>	<b>\$3,467,841.05</b>

Net Income..... (\$77,558.57)





# A Look Forward, Fiscal Year 2024



## Open Doors: Public Phase

From the onset of Open Doors, the goal of the public phase has been to raise \$1 million. Thanks to the generosity of the donors behind the campaign's two-year quiet phase, we are well-positioned to launch our public phase in 2024 and meet this goal by year's end. We will seek to host events, launch awareness-building activities and engage more community members as part of this more visible, final leg of Open Doors. Construction of the 30 homes will continue through 2026 before our campaign officially concludes.



## ReStore Relocation

Due to strong sales and donation procurement, ReStore is relocating to a newly constructed, leased building at 1061 Manheim Pike, located within the jurisdictions of both Lancaster City and Manheim Township. The 30,000 square foot space will offer a larger processing area for donations, more floor for inventory, abundant parking, and a designated donation drop-off lane. As our program staff has also outgrown our office on Fairview Avenue in Lancaster, this team will also move into the new ReStore. The store grand opening is slated for Spring 2024.



## Building Plans

Habitat's construction portfolio is a combination of renovations and new builds. When we rehabilitate existing blighted properties, we can transform aging housing stock into a safe, warm home for a local family while raising local property values. New construction presents the opportunity to add much-needed inventory to our community's housing landscape, especially through denser, urban infill projects. Over this fiscal year, we will complete seven new and existing home builds and launch three more, in addition to developing land for two larger multi-home build projects in Columbia and Lancaster City.

## Volunteer Program

As we seek to increase our home production and serve more families, we've made some much-needed changes to our construction and volunteer programs... with the goal to build more efficiently. We expanded our construction staff to three people. Additionally, we have begun to train volunteers to serve as crew leaders so that we can safely accommodate more volunteers on our build sites. Over this fiscal year, we'll schedule more training sessions so volunteers are empowered with new skills ahead of their shift, as well as host larger volunteer events, like Women Build Week, that enhance the volunteer experience.

