



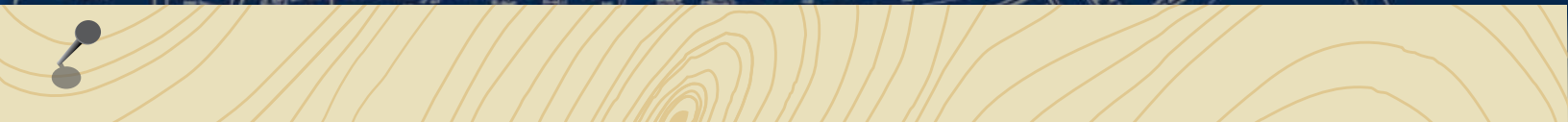
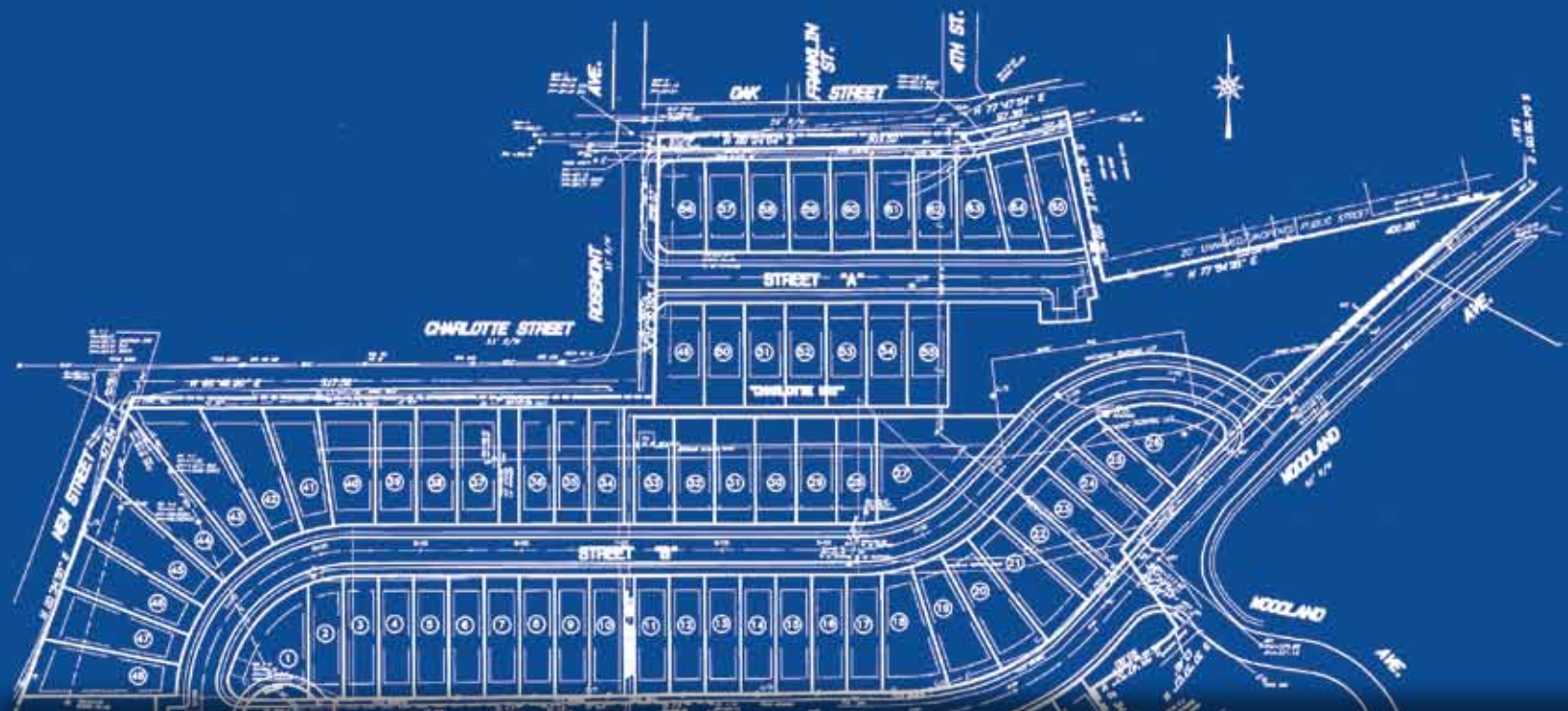
# Building Communities, Changing Lives

A Case for Support



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## Dear Friends,

Habitat for Humanity of Chester County is at a crossroads. Although we've made a significant and sustainable impact as a model community developer, the leadership of our organization has recognized the unique climate of our times:

- There is a greater need to put deserving and hard-working families in homes.
- The cost of living is up, as the hours available to make a living wage are down.
- There is more demand for rental units in Chester County as families are hesitant to invest in homeownership due to the uncertainty in their lives.
- Land and building lots are suddenly available. With builders on the sidelines, there is an unprecedented availability of land that has not been available to organizations such as Habitat.

In 2011 we solidified a vision to fulfill a need—a need to house hard-working families for the first time in their lives in affordable homes that they can call their own. As a result, Habitat for Humanity of Chester County has embarked on a capital campaign to better the lives of families and to improve our communities. We believe the time is now to give hard-working families a hand up, not a handout; to enable parents to raise their children in decent housing; and to leverage these homes for future generations.

**We are asking you to join us in this mission.**

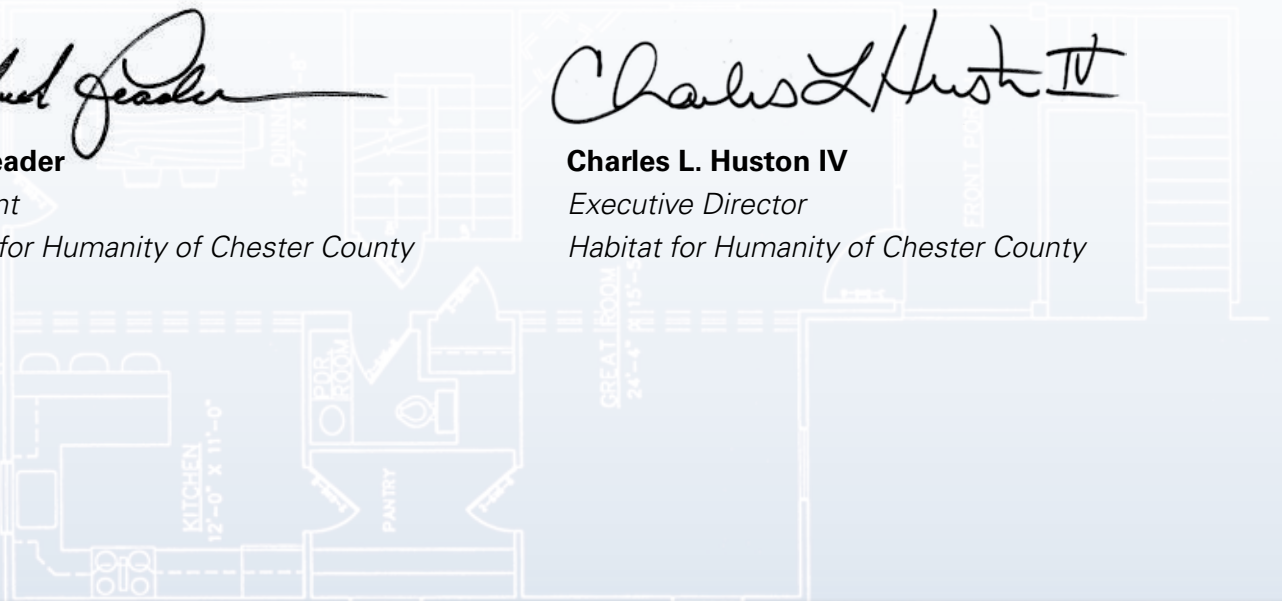
Sincerely,



**Mike Leader**  
*President*  
*Habitat for Humanity of Chester County*



**Charles L. Huston IV**  
*Executive Director*  
*Habitat for Humanity of Chester County*







# Executive Summary

No family should have to choose between having a decent roof over their head and putting food on the table—or having heat in the winter. Chester County is a place of extreme wealth and unimaginable, and often unseen, poverty. Even in one of the wealthiest counties in the nation, there exists a real shortage of affordable housing. Habitat for Humanity of Chester County (HfHCC) works vigorously to respond to this crisis by making decent, affordable housing possible.



In order to provide for the basics of life, many Chester County families are forced to live in unstable, unsafe, and substandard housing situations. Naturally, there are imminent threats to the health of families who live in such situations. Some of the greatest threats, however, are more intangible. Families in substandard housing live a precarious existence where the loss of a job, illness of a breadwinner, or simply a rise in rent can mean homelessness. Such instability can affect a child's sense of belonging, which in turn, lessens his connection to the classroom and learning. Children, thus, are less likely to perform well in school—starting a cycle of under-achievement that follows them throughout their lives.

Houses form only one part of our vision, however. While it would be possible to simply build houses and give them over to families in need, we have a homeownership process designed to empower families to leverage their Habitat Experience. At Habitat, we believe that, "It's a hand up...not a handout!"

We also create opportunities for people to give a hand up to our partner families through volunteer experiences. As people come together to contribute what they can, where they can, we find that we are building stronger communities along the way.

Habitat for Humanity of Chester County has been active in Chester County since 1989, but as far as we're concerned, our work has just begun. The success and growth of our organization has brought us to a point where our primary revenue streams must be enhanced to meet the demand for affordable housing. With the recent purchase of a 45-home lot in Coatesville and an equivalent parcel in West Grove,





Habitat is now faced with an unprecedented opportunity to expand its mission with an initiative that will forever transform the lives hard-working, Chester County families. Specifically, we will move from building an average of five to six homes a year to an average of 10 to 15 a year.

HfHCC understands that affordable housing is an urgent problem that requires extraordinary steps. Over the next 12 months, we seek to raise a minimum of \$5,000,000, over and above our current philanthropic support for house sponsorships and annual operations from corporations, foundations, faith groups and individuals, to provide the funding necessary to achieve our bold vision.

*Building Communities, Changing Lives: A Capital Campaign for Habitat for Humanity of Chester County* is a measure of our commitment to families in need, and we are excited about the journey ahead.

**Thank you for taking the time to consider how you can join us in this life-changing venture.**







# Habitat for Humanity of Chester County at a Glance



# History & Vision

**H**abitat for Humanity of Chester County believes that decent and affordable housing empowers people to reach their full potential as human beings. For more than two decades, HfHCC has been building homes and fulfilling dreams. With the help of thousands of caring volunteers who have given their time and their money, their sweat and their heart, HfHCC has created new opportunities, and helped more than a hundred Chester County families make their dreams a reality.

Since its incorporation in 1989, HfHCC has built or rehabilitated 121 homes in Phoenixville, West Chester, Coatesville and Downingtown and has tithed over \$300,000 to Habitat for Humanity International to help build an additional 135 houses worldwide. Thousands of people are now living in their own homes thanks to HfHCC's many volunteers and donors.

Habitat's Homeownership Program is one of intervention—stepping in to break the cycle of poverty characterized by burdensome housing costs and poor housing conditions. By selling homes instead of giving them away, HfHCC allows homeowners to take control of their own lives and create their own fresh start. The 400 hours of sweat equity they invest is the first step toward better opportunities. Mortgage

payments are used to fund future Habitat homes, ensuring that even more Chester County families have the opportunity of home-ownership.

Although HfHCC has made a significant and sustainable impact as a model community developer, the need for affordable housing in Chester County continues to grow. According to the Chester County Department of Community Development, currently one in 19 Chester County households lives in poverty.

Thanks to the unprecedented drop in land prices, HfHCC has an opportunity to increase affordable housing stock in Chester County. With the 2010 purchase of large properties in Coatesville and West Grove, HfHCC looks to expand its capacity to reach more hard-working families in need of a hand up, not a handout. By growing capacity, we can transform neighborhoods

and maintain the livability of Chester County for families today, and for years to come.





# A Successful Model for Homeownership

The fruitfulness of the Habitat model here in Chester County and around the world depends on an intricate balance of four main elements—homeowner empowerment, volunteer involvement, property acquisition and donor investment. All of these elements must be equally balanced for the model to be successful.

## Homeowner Empowerment

Our standards for selecting new homeowners are as high as our hopes for them. We review all applications on the basis of three criteria: need for adequate shelter, ability to pay and willingness to partner. When we select a family for partnership in our homeownership program, they receive far more than a house. There are several milestones along the path to a new Habitat home that help families become full participants in the community.

**Fiscal Opportunity.** Habitat for Humanity is not a giveaway program. Each property is sold to a partner family using a no-interest, 25 to 30-year mortgage for the full purchase price of the home. This economic model ensures that hard-working, low-income families can have access to the benefits of homeownership.

**Homebuyer Education.** Effective homebuyer preparation has enabled HfHCC to achieve a mortgage default rate of only 3%. Families understand and resolve credit issues, learn how to budget, and are introduced to money-saving techniques. Furthermore, partner families attend workshops on general home maintenance, preparing them for the responsibilities of homeownership.

**Family Partnership.** Each of HfHCC's future homeowners forms a relationship with a volunteer "Family Partner," who serves as a mentor

throughout the transition into homeownership. Family partners also help monitor progress with the families' commitment to the Habitat program.

**Sweat Equity.** Each adult applicant is required to work 200 hours on the construction site as part of his or her eligibility for Habitat homeownership. As well as adding to our construction labor pool, the "sweat equity" model makes homeowners immediate stakeholders in the neighborhood in which their home is located. Working side-by-side with volunteers allows partner families to develop positive relationships with community members.

## Volunteer Involvement

Volunteers are the driving force behind Habitat for Humanity of Chester County. Whether they contribute a day, a week, a few months or more, they make Habitat's vision tangible.

More than 2,500 community members volunteer their services each year. An integral component to the organization's success, volunteers support Habitat's work on the construction site, in our retail store and through fundraising, mentoring and community partnership initiatives.

### Our volunteer opportunities include:

**Construction.** Hammer swinging has emerged as the quintessential volunteer experience with us. Volunteers and partner families work alongside of each other to build all HfHCC homes and they build them to the highest standards.

**HomeStore.** HfHCC operates a retail store that receives donations of new and gently used building materials, furniture, appliances, and other miscellaneous housewares. Items are then sold at a discounted rate, with profits supporting Habitat's



work. Volunteers stock shelves, pick up and unload donations, and help customers.

**Family Services.** The Family Services Committee reviews applications for homeownership, chooses potential families best suited for our housing program and provides support to the families who are in transition to homeownership. The committee members facilitate financial management workshops that help Habitat applicants repair poor credit, budget their income and understand the buying process to be smart consumers.

**Committee Participation.** All committees, including the Board of Directors, are composed of volunteers and welcome the contribution of new members.

**Office Support.** Office volunteers provide vital assistance in the effective management of Habitat's program. Tasks can include entering data, folding newsletters, addressing envelopes or processing volunteer information.

## Property Acquisition

HfHCC chooses properties based on existing infrastructure (electric, water, sewer), proximity to public transportation and price. In recent years, we have been fortunate to purchase large tracts of land at less than fair market value, with immediate access to public transportation.

## Donor Investment

Individuals, corporations, foundations and religious organizations provide the critical capital investment to make the model work. Their contributions purchase building materials today, so that homes can be financed interest-free over 25 to 30 years, keeping the homes affordable.





# The Challenge





# Chester County's Affordable Housing Crisis

**C**hester County, while one of the wealthiest counties in Pennsylvania, has a substantial number of residents living in poverty. The widening dichotomy in the population has led to a growing housing crisis among those living with marginal incomes. Finding affordable housing is becoming more difficult, if not impossible, for much of this population.

According to the Chester County Planning Commission 2010 Housing Costs Profile, the median price of a home in Chester County is \$295,000. The affordable housing standard is defined as paying no more than 30% of one's gross income on housing. Using this standard, a prospective homebuyer for the median price would need a yearly income of \$88,500.<sup>1</sup> This prices most first-time buyers, even those in professional employment positions, out of the housing market for considerably more than half of the homes in Chester County.

The picture is equally bleak for rental units with the cost of a three-bedroom apartment averaging \$1,339. This means that one person must work 129 hours a week at \$8 an hour, or two people must work 64 hours a week to afford this unit.<sup>2</sup> For a family with two wage earners, this may be possible, but how would a single mother manage?

In Southern Chester County, with its booming mushroom industry and the majority of migrant workers making the minimum wage of \$7.25 an hour, the problem is even more grave. For many of these families, the fruit of their labor is substandard housing. Trailers infested with cockroaches and apartments that lack adequate plumbing and

heating systems are just some of the deplorable conditions they live with. Moreover, rental costs, even for unsafe or inadequate housing, can easily consume more than half a family's income—forcing many to choose between putting food on the table and adequate housing.

## Facts & Figures<sup>3</sup>

**23,000** Families with children in Chester County that earn less than \$25,000 per year

**\$1,339** Fair market rent for a 3-bedroom apartment

**\$295,000** The median price of a home in Chester County

**\$88,500** Yearly minimum income needed to afford that home

<sup>1</sup> Chester County Planning Commission 2010 Housing Costs Profile

<sup>2</sup> Maye, Fran, "Suburban Poverty is a Big Problem that's Worsening," *Daily Local News*, February 27, 2011, Part I.

<sup>3</sup> *Planning for a Healthy Chester County: A Health and Human Services Perspective*, A Research Study performed by the Center for Social and Economic Research at West Chester University of Pennsylvania

# Why Homeownership Matters

## The Benefits of Habitat Homeownership

The importance of a decent place to live cannot be overstated, for with it comes stability and promise, family unity and hope, and a foundation on which individuals and neighborhoods can reach their full potential.

Homeownership unleashes the financial potential of families. It enables them to invest more funds in the community by consuming local goods and services, contributing to the local tax base and saving for future goals like educational advancement.

## Homeownership Benefits Children

Homeownership confers a substantial benefit to children. Children of homeowners score better on academic tests, graduate at a higher rate, have fewer behavioral problems, and enjoy a better social environment.

### Academic Achievement

- Math achievement scores of owners' children are about 9% higher than renters' children.<sup>4</sup>
- Reading achievement scores are about 7% higher.<sup>5</sup>

### Educational Success

- Children of homeowners complete half a year more of school, and are 20% more likely to graduate from high school.<sup>6</sup>

- Children of homeowners are 62% more likely to acquire postsecondary education.<sup>7</sup>
- Children of homeowners are 116% more likely to graduate from college.<sup>8</sup>

## Behavioral Problems and Social Development

- Behavioral problems of owners' children are about 1% to 3% lower than renters' children.<sup>9</sup>
- Homeowners' children are 33% less likely to give birth as unmarried teenagers than the children of renters.<sup>10</sup>

## Social Environment

- Owning rather than renting yields a 13% to 23% higher quality home environment, including both the physical and emotional setting, as measured by responses of parent surveys and the observations of researchers.<sup>11</sup>

## Future Success

- Homeowners' children are 59% more likely to own their own home in 10 years.<sup>12</sup>
- Due to higher rates of education and home ownership, children of homeowners are likely to accumulate over \$18,000 more wealth in the 10 years after leaving their parents' household than children of similar non-owners.<sup>13</sup>

<sup>4</sup> Haurin, Donald R., Toby Parcel and R. Jean Haurin. "Impact of Home Ownership on Child Outcomes," Joint Center for Housing Studies of Harvard University, Low-Income Homeownership Working Paper Series (October 2001): 15.

<sup>5</sup> Haurin, Parcel, Haurin 2001, p. 15

<sup>6</sup> Harkness, Joseph and Newman, Sandra. "Effects of Home Ownership on Children: The Role of Neighborhood Characteristics and Family Income." FRBNY Economic Policy Review (June, 2003): 8.

<sup>7</sup> Harkness and Newman 2003, p. 8

<sup>8</sup> NeighborWorks America (NWA). "The Many Benefits of Home Ownership" (January 2007): 3.

<sup>9</sup> Haurin, Parcel, Haurin 2001, p. 15

<sup>10</sup> Harkness and Newman 2003, p. 8

<sup>11</sup> Haurin, Parcel, Haurin 2001, p. 12

<sup>12</sup> Neighborhood Works America, p. 3

<sup>13</sup> Neighborhood Works America, p. 3





## Homeownership Benefits the Economy

On a broader scale, the impact of affordable housing extends beyond individual families and is felt throughout the community. Homeownership acts as a powerful economic stimulus and provides considerable benefits to the individual and the county's economy.

### Individual Benefit

- Homeowners generate substantial equity by making mortgage payments on their home. Home equity is an asset that households can tap into to start small businesses, finance college education or invest in other activities, including home repairs or additions.<sup>14</sup>
- Homeowners are almost three times as likely to own a business as renters.<sup>15</sup>

## Homeownership Benefits the Community

Compared to renters, homeowners are more likely to invest, engage and involve themselves in community and civic affairs.

### Civic Participation

- Homeowners are 16% more likely than renters to vote in local elections.<sup>16</sup>
- Homeowners are about 10% more likely than renters to work to solve local problems and more apt to know their U.S. Congress member by name.<sup>17</sup>

- Homeowners are 13% more likely to know the identity of the leader of the school board.<sup>18</sup>
- Homeowners give significantly more money to their churches, about \$150 more a year, than renters.<sup>19</sup>

### Neighborhood Tenure and Stability

Homeowners are far less likely to move. Homeowners remain in their home for an average of 13 years, while renters move every two and a half years.<sup>20</sup>



<sup>13</sup> Neighborhood Works America, p. 3

<sup>14</sup> Neighborhood Works America, p. 4

<sup>15</sup> Neighborhood Works America, p. 4

<sup>16</sup> Rohe, Van Zandt and McCarthy, p. 18

<sup>17</sup> Rohe, Van Zandt and McCarthy, p. 17

<sup>18</sup> Rohe, Van Zandt and McCarthy, p. 18

<sup>19</sup> Rossi and Weber 1996

<sup>20</sup> Rohe, Van Zandt, and McCarthy 2001, p. 21





# The Proven Solution: Habitat For Humanity of Chester County





# Our Story: The Jacobs Family

In this day and age, in this society  
It is hard to raise a large family  
Is there any chance seven of us will live comfortably?  
Will we ever hit the mark of affordability

When there's more month than money, can anyone relate?  
When the budget is balanced, what bills can be late?  
To rob Peter to pay Paul to put food on the plate  
When it rains it pours, for Goodness Sake

We did our share of juggling the equation around  
It was a struggle to make the move back to Downingtown  
After the short stay at the in-laws proved to be unsound  
And the foreclosure in Georgia didn't quite go down

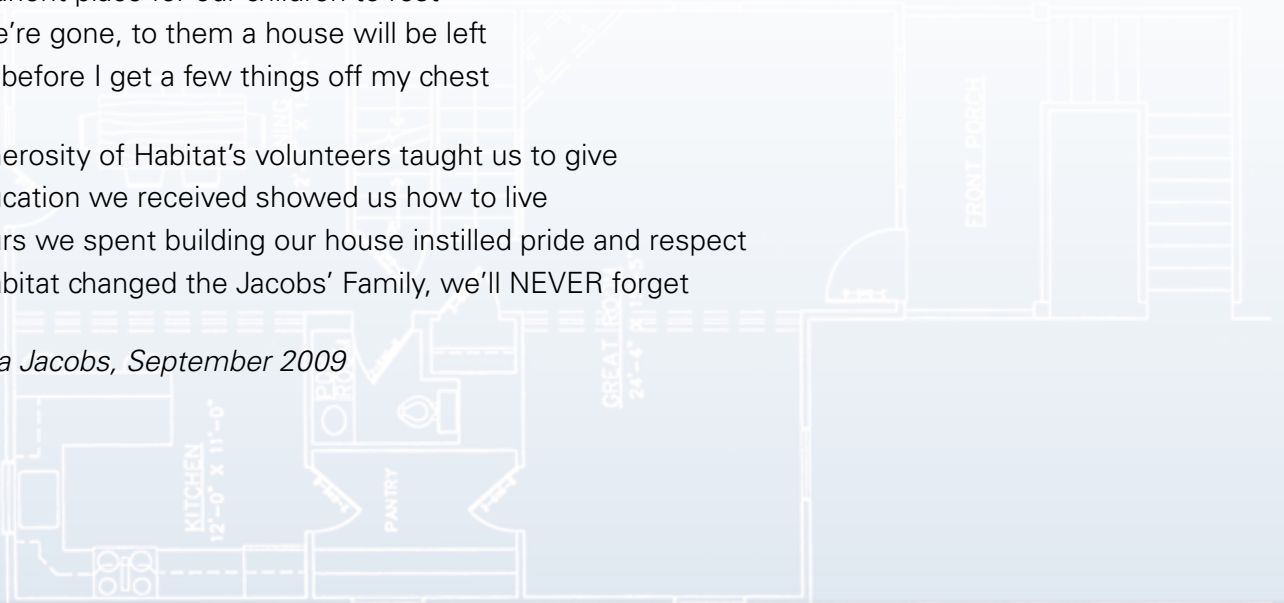
There we were treading water, barely afloat  
Through a recession—my family is unable to cope  
During a time when Obama is the symbol for hope  
Along came Habitat to throw us a rope

Habitat for Humanity, you seemed too good to be true  
The kindness of volunteers to help us all the way through  
Countless classes for education, so we're confident too  
And when it was done, there was no interest due

What you helped us achieve I can hardly express  
A permanent place for our children to rest  
After we're gone, to them a house will be left  
But not before I get a few things off my chest

The generosity of Habitat's volunteers taught us to give  
The education we received showed us how to live  
The hours we spent building our house instilled pride and respect  
How Habitat changed the Jacobs' Family, we'll NEVER forget

—DeLea Jacobs, September 2009



## HfHCC's Economic Footprint

**H**abitat for Humanity of Chester County creates value in our community and provides a clear return on investment for our homeowners, volunteers and donors alike.

- HfHCC homes represent approximately \$414,000 in annual tax revenue for our county and school districts. In fact, every new Habitat home adds approximately \$3,600 to the tax base annually.
- HfHCC homes have provided \$9,108,000 in revenue to the combined taxing agencies over the last 22 years.
- Habitat volunteers provide free labor worth more than \$500,000 annually.
- Home construction activity generates approximately \$1,000,000 in revenue for local businesses and suppliers each year.
- Furthermore, goods and services related to home construction have provided nearly \$111,000,000 to the local economy over the course of 22 years.







# The Campaign: Building Communities Changing Lives





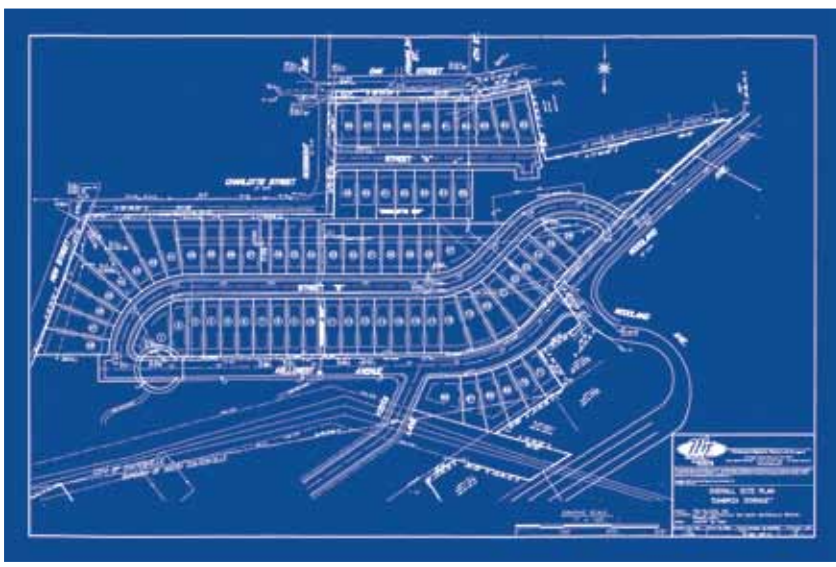
# Building Communities, Changing Lives

It is a rare opportunity to be present at a pivotal moment in history. Even more rare is the opportunity to recognize that moment and commit oneself to making a difference. The unprecedented drop in land prices has created such a moment—a moment to increase affordable housing stock in Chester County. Over the next ten years, 40 homes will be constructed on a 6.8 acre plot in the Borough of West Grove and HfHCC volunteers will complete the remaining lots in the Coatesville's Cambria Development.

This bold initiative requires a bold approach. *Building Communities, Changing Lives* is a capital campaign designed to provide critical funds for the costs associated with building materials, land acquisition and infrastructure needs. We seek to raise a minimum of \$5,000,000 for the initial funding needed to achieve our bold vision. To achieve success, we are appealing to the entire Habitat family as well as the Chester County community at large. Ninety-five percent of all funds raised by the campaign will be directly allocated to Habitat for Humanity of Chester County's Construction Program.

## **Building Communities, Changing Lives seeks to:**

- Increase affordable housing stock in Southern Chester County by building 40 homes on a 6.8 acre plot in the Borough of West Grove;
- Complete the remaining 45 homes in Coatesville's Cambria Development;
- Offer affordable mortgage products to hard-working families;
- Provide critical housing support services, such as credit counseling and budget workshops, to partner families;
- Strengthen existing strategic partnerships and generate new ones to holistically address community challenges; and
- Engage a broad collection of key neighborhood stakeholders, including local government, business and, most importantly, residents in creating and implementing solutions.





# A Neighborhood Revitalization Effort

## An Affordable Housing Community in Coatesville

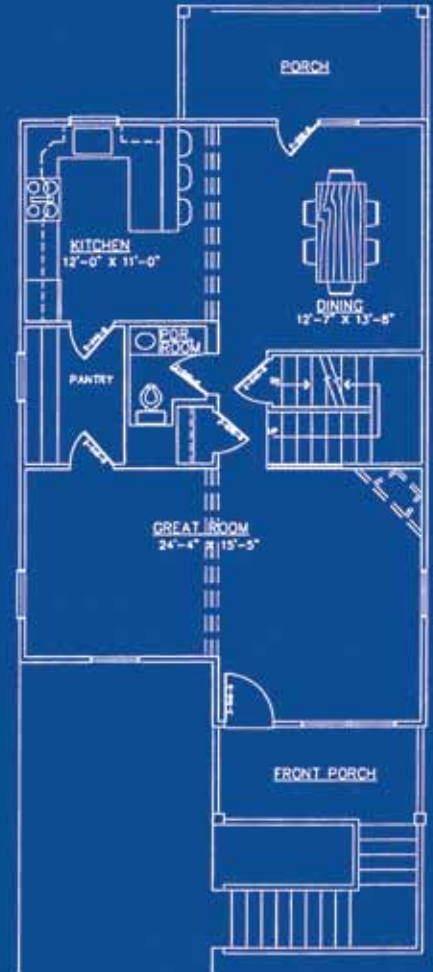
In addition to building homes, HfHCC is addressing the need for revitalization in one of the county’s most economically distressed areas—Coatesville.

In Fall 2009, The Community Builders, Inc., a non-profit development corporation, approached Habitat to complete an 86-home development on the site of the former Oak Street public housing project. A comprehensive neighborhood revitalization effort, the project was designed to address the negative impact of the poorly developed public housing complex that dominated the area for more than 30 years. HfHCC purchased the land with plans to complete the remaining 45 homes over the next ten years.

An area once dominated by dilapidated housing in the form of massive concrete apartment buildings, this property is now a neighborhood with tree-lined streets and a large park. No longer crime-ridden, this area is now filled with the love and laughter of hard-working families who now have a decent, affordable place to live.

### Cambria Project Costs

Home Construction:	\$3,500,000
Infrastructure Systems:	\$350,000
<b>TOTAL COST:</b>	<b>\$3,850,000</b>



# Sustainable Building

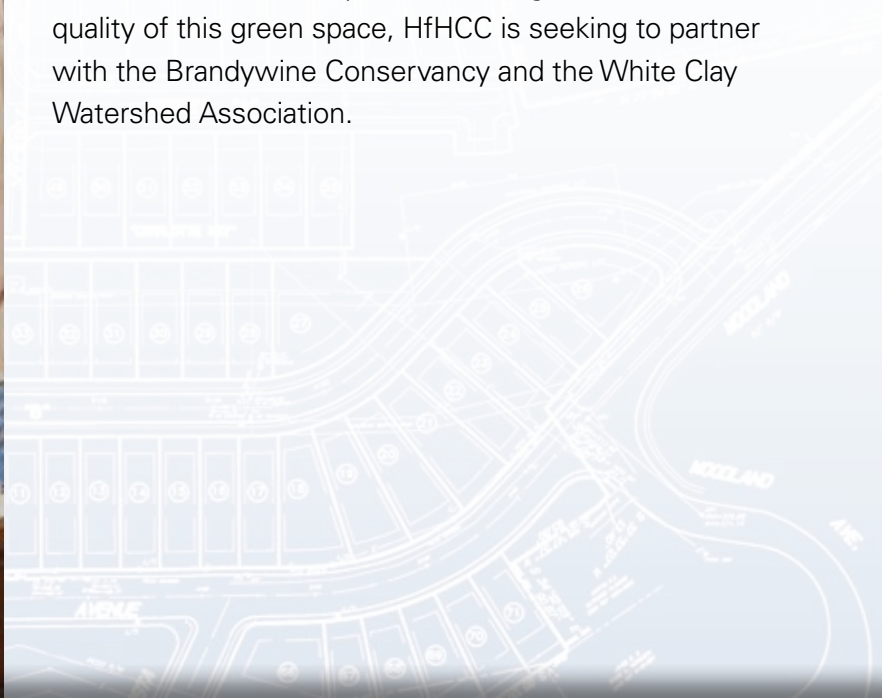
## An Affordable Housing Community in West Grove

In Fall 2010, HfHCC purchased a 6.8 acre plot in the West Grove Borough. A parcel of land that will yield 40 well-built homes, this project presents the opportunity to serve an area that suffers from a severe shortage of affordable housing.

In choosing this area, Habitat considered community assets such as proximity to schools, parks, public transit and services. In terms of environmentally sensitive design, HfHCC's homes in the West Grove community will be Leadership in Energy and Environmental Design (LEED) certified at the Silver level or higher. LEED provides third-party verification that a building or community was designed and built using strategies intended to improve performance in metrics such as energy savings, water efficiency, CO<sub>2</sub> emissions reduction, improved indoor environmental quality and stewardship of resources and sensitivity to their impacts.

In addition to LEED certification, this community will feature an open space with two retention ponds, a native plant meadow, a riparian creek buffer zone to prevent damage to the creek bed and a passive walking area. To ensure the quality of this green space, HfHCC is seeking to partner with the Brandywine Conservancy and the White Clay Watershed Association.

West Grove Project Costs	
Home Construction:	\$4,000,000
Infrastructure Systems:	\$800,000
Land Acquisition:	\$1,075,000
Engineering / Land Planning:	\$150,000
<b>TOTAL COST:</b>	<b>\$6,025,000</b>





## Increasing Capacity to Build for the Future

Habitat for Humanity of Chester County's mission is clear and straightforward: to provide basic, well-built, affordable, owner-occupied housing with God's people in need. The vision and structure of this campaign are designed to help us achieve our mission. The goal is bold, challenging, exciting and urgent.

The goal is to double our house production rate, but the socioeconomic impact of this campaign will reach far beyond those initial homes. When construction is completed, the owner purchases the home via a no-interest mortgage from Habitat.

The homeowners' housing loan repayments are "recycled" through a "Fund for Humanity," providing further operating capital to build more homes. As more homes are built and occupied, more money flows back to us to enlarge our revolving capital fund. In this way, a dollar donated today will be working for affordable housing in our community for many years to come.

An investment in *Building Communities, Changing Lives* means a sustainable future for our county. Your campaign gift will be reinvested into new homes and the surrounding community, meaning that you are creating a legacy that will last more than a lifetime.

**A dollar donated today will be working for affordable housing in our community for many years to come.**

### Fund for Humanity

**\$300** Approximate monthly payment on principal per home deposited into the Fund for Humanity

**87** Number of homes to be built over the next ten years

**\$26,100** Total monthly payments from all 85 homes deposited in the Fund for Humanity

**\$313,200** Yearly contribution from all 85 homes toward the Fund for Humanity

**30** Number of additional homes built after the completion of the campaign as a result of your investment in the community through the Fund for Humanity.



# You Can Transform Lives

**G**ifts of all sizes will be needed to reach the minimum goal of \$5,000,000. Habitat for Humanity of Chester County suggests a pledge redemption period of five years, allowing you to give more by managing your commitment

over time. Below is a chart showing how some five-year pledges could be structured.

The chart below presents only one approach to determining an appropriate personal gift level.

Gift Planning Chart		
Total Gift	Five Annual Payments	Monthly Contribution
\$1,000,000	\$250,000	\$16,666
\$500,000	\$100,000	\$8,333
\$250,000	\$50,000	\$4,166
\$100,000	\$20,000	\$1,666
\$50,000	\$10,000	\$833
\$25,000	\$5,000	\$416
\$10,000	\$2,000	\$33





# Appendix



## 2011—2012 Board of Directors

**Carlos Barraza**

*Assistant District Attorney, County of Chester*

**Tom Dever**

*Principal, Dever Architects*

**William DeFalco**

*Vice President, Meridian Bank*

**Nadine Frey**

*Real Estate Agent, Century 21*

**Jackie Heneghan**

*Self-Employed*

**Ronald Hollenbeck** — Vice President

*Consultant*

**Michael Leader** — President

*Senior Vice President, SNC-Lavalin Project Services, Inc.*

**Arthur Munson**

*Retired, American Baptist Churches, USA*

**Burt Rothenberger**

*Retired*

**Rachel Skrabak** — Treasurer

*Vice President, Wilmington Trust*

**Anne-Marie Walters**

*Global Marketing Director, Bentley Systems, Inc.*





## Recommended Methods of Giving

<b>Pledges</b>	Commitments made to the campaign as pledges can be paid over a five-year period.
<b>Gifts of Cash</b>	Most gifts to Habitat are cash contributions, allowing donors to receive full tax benefits if they itemize deductions.
<b>Gifts of Securities</b>	A gift of appreciated securities, either publicly traded or from a private company, may provide greater tax advantages than gifts of cash. The donor can deduct the current fair-market value as a charitable gift and completely avoid capital gains tax on the appreciation.
<b>Restricted Gifts</b>	Donors may choose to designate gifts to either the Coatesville or West Grove job sites.
<b>Unrestricted Gifts</b>	Much of the campaign support will be unrestricted. This important practice permits Habitat to use such funds as necessary to meet various needs of hard-working families.
<b>Planned Gifts</b>	Habitat can work with donors to help select and arrange a planned gift option that best suits them and their families.

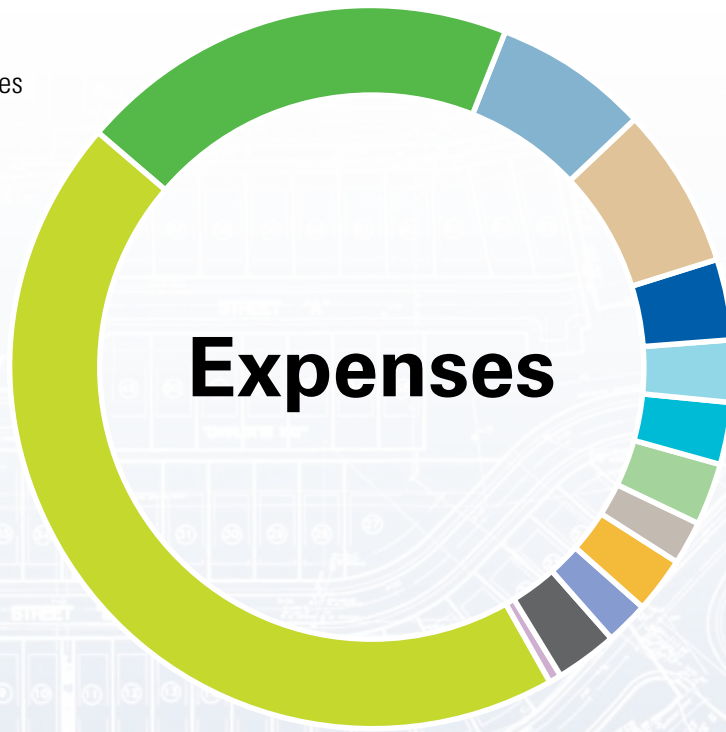


# Operational Budget: Annual Income & Expenses

- House Sponsorships
- Mortgage Income
- HomeStore Income
- Annual Appeal
- Special Events
- Individuals
- United Way
- Grants – Other
- Corporate Giving
- Churches
- Clubs & Organizations
- Foundations
- Other Income



- Construction
- Direct Program/Admin Support Wages
- Settlement Charges
- Insurances
- Professional Fees
- Fundraising Expenses
- Real Estate Taxes
- Tithe Expense
- Payroll Tax
- Lease & Utilities
- Depreciation
- Fees, Permits, Office Travel
- Miscellaneous Expenses







# Habitat for Humanity International

## Transforming Lives at Home and Around the Globe

**H**abitat for Humanity International (HFHI) was established in 1976 by Millard and Linda Fuller. Aided by its most famous volunteer, Jimmy Carter, HFHI has grown rapidly. Since the founding of this worldwide Christian ministry, Habitat has built more than 400,000 homes worldwide in nearly 90 countries, ensuring that more than 1,500,000 million people live in safe, adequate housing.

Today there are 1,700 affiliates in the United States, and another 400 worldwide. As an independent affiliate, HfHCC is autonomous, yet we operate under basic guidelines set forth by HFHI. Like other affiliates, HfHCC does not receive financial support from our parent organization. In fact, we voluntarily contribute to HFHI to help build houses worldwide.





**Habitat**  
**for Humanity**<sup>®</sup>  
of Chester County